

# tradex news

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Sustainability Today



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## Packexe celebrates 30 years with £30,000 double giveaway

Global innovator Packexe is celebrating 30 years as the industry leader by giving away £30,000 in holidays and £30,000 of Packexe products to its customers.

Since founding in 1989, the Exeter-based company has introduced game-changing technologies and developed a comprehensive range of market-leading self-adhesive protection film products and rescue products.

On May 1, Packexe is launching a UK-wide 'Golden Ticket' competition, giving customers the opportunity to win £30,000 of holiday vouchers and £30,000 of Packexe products. Golden Tickets have been hidden in hundreds of rolls of Packexe, stocked by



distributors Travis Perkins, Dulux Decorator Centre and Johnstones, as well as products available directly from Packexe.

Along with continued growth in the UK market, Packexe now sells a range of products including Protection Film, Handy Wrap and Sharpwrap, in 54 countries across Europe, along with the USA, Canada, Middle East, Australia, New

Zealand and Asia.

Innovation continues, with Packexe Fleece the latest product to be unveiled after six years of research and testing. Packexe Fleece offers customers a reusable & cushioned surface protection for the most delicate of surfaces, avoiding the rutting and trip risks of dust sheets.

To celebrate 30 years, Golden Ticket Rolls will be in stores from 1st May 2019. The competition runs until 30th September 2019. Packexe products are available at Travis Perkins, Dulux Decorators Centers and Packexe direct, call 01392 438191 or visit shop at: [www.packexe.co.uk](http://www.packexe.co.uk) - terms and conditions can be found online: [www.packexe.co.uk/competition](http://www.packexe.co.uk/competition)

## Revolutionise your fleet maintenance management

ServicePoint from Allstar Business Solutions is designed to give back control, convenience and opportunity to businesses with privately maintained vehicle fleets of all sizes, so that they can operate more efficiently and effectively.



## ServicePoint

**Convenience with greater control** - ServicePoint works simply and efficiently in the background, allowing companies to fully concentrate on running their business. Fleet operators can manage services such as MOTs, repairs and tyre fitting at the touch of a button - with all of the necessary booking, authorisation and invoicing being reconciled and accessible in one place. To ensure that only appropriate work is completed, the system uses pre-set rules which automatically highlight duplicate work or excess costs.

**Reduced costs** - ServicePoint offers exclusive rates and discounts - with an average saving of 30% - available through a comprehensive, nationwide approved network of thousands of franchised and independent garages, including tyre specialists.

Paul Holland, Managing Director, UK Fuel at Allstar Business Solutions, said, "Free of charge, available with or without an Allstar fuel card and easy to adopt, take-up of ServicePoint continues to rise significantly. We believe that it really is a game changer and a far more effective way to manage your fleet more efficiently."

To find out more about ServicePoint, please call 0333 122 7110 or visit: [www.allstarcard.co.uk/servicepoint](http://www.allstarcard.co.uk/servicepoint)

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## BSI recognises CP Electronics

BSI, the national standards authority has recognised CP Electronics' commitment to excellence with two awards, celebrating over 20 years at the forefront of quality in the industry.



The awards were given for holding ISO 9001 (Quality) for 20 consecutive years, and ISO 14001 (Environment) for 10 consecutive years. It's believed this is the first time any business within the electronics sector has achieved such a milestone. The award ceremony took place on 13th June 2019 at the BSI head office in Milton Keynes and CP received the honours from BSI's Maureen Smith (Chief Operating Officer) and Anne Scorey (Managing Director). CP Electronics also holds the occupational health & safety management system certification (BS OHSAS 18001:2007), becoming the only lighting control manufacturer to hold all three of BSI's major standards.

When CP Electronics was awarded its first Quality certificate in May 1999, the standard was known as ISO:9001:1994. Since then, the standard has been upgraded throughout the years to the current ISO 9001:2015 system, and CP continues to maintain its high standards to meet the new criteria.

Over the course of 20 years, CP Electronics has grown from a local start-up employing just 13 people, to a national business with over 170 employees and a strong portfolio of products and customers.

[www.cpelectronics.co.uk](http://www.cpelectronics.co.uk)

# Data management & protection made easy with Archiware

Within this issue of Tradex News we have selected Archiware GmbH as our Data Management Software Company of the Month. Archiware GmbH is a leading German manufacturer of data management software. Established in 2001 in Munich, Germany, the company specialises in software for the backup, archive and cloning of data. With an expansive selection of distribution partners across Europe, the Americas and Asia, it has sold around 16,000 licenses worldwide.

"We provide software for data management, more specifically, software for the archive, backup and cloning of data – the A-B-C of data management. Independent from the OS and storage, we build automatic backups and archives to protect production data. With today's threats from malware to cyberattacks, companies need all protection they can get. Our Archiware P5 Software Suite offers air gap with tape, automation and more for maximum protection," said Dr Marc Batschkus, Business Development Manager at Archiware.

Archiware's software is extremely adaptable and provides solutions for data management for companies of all sizes, and it has gained a reputation for its success working within the media & entertainment industry. "Many of our customers are from the media and entertainment sector, postproduction, production & broadcast. Lots of them are independent production, meaning smaller to medium sized businesses. In bigger corporations Archiware P5 is often used for specific departments or local branches."

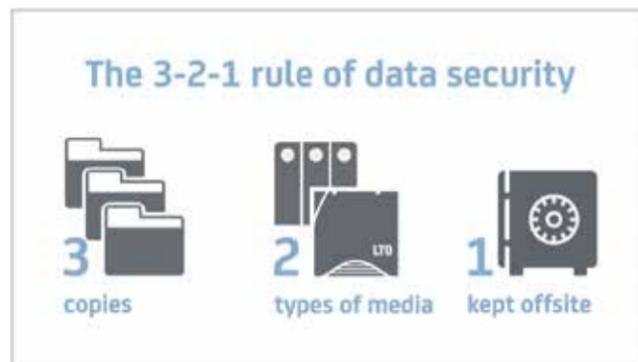


In terms of the software range, Archiware provides two data management solutions, the P5 Software Suite and its most recent development, the standalone product Pure for VMware backup.

The P5 Software Suite maintains a variety of capabilities, able to process and facilitate data management through archiving, backup and synchronisation. Archiware's P5 Software Suite displays a magnitude of benefits for its users. Through its easy to use application and accessible browser based user interface it reduces both setup and familiarisation time to a minimum. "Archiware P5 covers the A-B-C of data management in one solution with one interface," Marc noted. "This makes protecting data easier. Additionally, the Backup and Archive can use disk, tape and cloud storage."

Another example of the software's accessible capabilities is its platform options. Running on Windows, Mac, Linux, QNAP, Synology and Netgear, the P5 Software Suite makes transferring and operating between different platforms easy. Furthermore, due to P5's browser interface, the software is even more accessible; it can be used on a variety of platforms and be accessed from anywhere at any time. The more than 40 partner solutions show the power and flexibility of P5. A free 30 day trial is also available. "From time critical data with immediate availability needs, to long-term preservation in the Archive, Archiware P5 offers simple setup and powerful performance. The software is available in English, German, French and Japanese," Marc Batschkus pointed out.

In terms of recent developments, the company has introduced a license bundle for smaller setups using its Archiware P5 Desktop Edition. "For 1,000€/€ P5 Backup and P5 Archive are included as full products for use with a single LTO tape drive." Marc continues,



"This saves 2,300€/1,800€ compared to the single products. We want to encourage companies to start with a (small) Archive project now and not wait any longer to protect and catalogue their data. As soon as this happens, the benefits of having a 'Single Source of Truth' or a file memory of the company become evident. This Archive can grow into Petabytes later."

Archiware has also recently released version 2.0 of Archiware Pure VMware® Backup, with a free unlimited software licence. With this update, Archiware Pure is now certified to run on devices by leading NAS manufacturers Synology, QNAP and NETGEAR, and is available from their application stores for direct download and simple installation. Furthermore, the Archiware Pure website offers a Linux application and a Virtual Appliance. It can be installed in five minutes and the interface does not require in-depth technical knowledge, making it perfect for both small and large organisations.

Speaking with Marc about the future plans for Archiware, he told us that, "Right now we are building the groundwork to make data management for our customers even more flexible and even easier. Since they gather more and more data, management and protection needs to become easier to keep up with the added effort due to volume."

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## Test, Measurement & Laboratory News

### Calibration & repair

Products manufactured by Sherborne Sensors are highly precise, accurate and robust, and are found in very demanding applications. As part of any preventative maintenance programme, sensors should be recalibrated on a regular basis. Our manufacturing facility is fully capable of confirming performance of field units to original manufacturer's specifications, providing a certificate of performance that is traceable to recognised international standards. In addition, Sherborne Sensors welcomes the opportunity to calibrate servo-based inclinometers/accelerometers from other manufacturers.

In addition to recalibration services, Sherborne

Sensors offers our customers the option to repair units that are damaged in the field. As part of this process, prior to initiation of any work, Sherborne Sensors provides our customers with a detailed analysis of the unit's performance, the root cause for the unit's inability to meet factory performance specifications, and a firm fixed cost for the unit's repair. We will also advise our customers if a unit cannot be economically repaired, and instead requires replacement.

#### Calibration capability

- ◆ Inclinometer – ±90° to within 5 seconds of arc
- ◆ Accelerometer – Up to ±20g to within 0.001g depending on range, calibrations up to ±1g are made using precision gravity references



while measurements in excess of this are made using a precision centrifuge  
◆ Force – 10 grams to 300 tonnes

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### New short film takes you on the journey to redefine the kilogram

'Everything Different, Nothing Changes' chronicles the multiyear effort to redefine the kilogram. Expert interviews and brilliant onsite footage provide an inside look at both the thinking and technology that made it possible to prove the constancy of the new mass standard in honour of World Metrology Day 2019.

In an impressive act of cooperation, the General Conference of Weights and Measures member states voted to adopt a new kilogram definition for the first time since instituting the international prototype kilogram, or IPK, in 1889. This was the culmination of the years-long effort to create greater constancy in mass measurement examined in 'Everything

Different, Nothing Changes: Redefinition of the SI Unit Kilogram', a new short video by METTLER TOLEDO.

At a basic level, all standards including mass are now tied to fundamental natural constants. In the case of mass, the referenced value is the Planck constant, also known as the fundamental constant of quantum physics. In the 20 minute piece, METTLER TOLEDO, Dr Richard Davis, BIPM, and other metrology experts including Dr Philippe Richard, METAS, explore the science behind the definition, as well as the nearly poetic way the definition was able to be proven. This combination of smart thinking and technological excellence has produced measurement accuracy that



is accessible for all people in all places at all times.

To see a brief trailer for the video, visit: [https://youtu.be/rBYO89\\_IIE4](https://youtu.be/rBYO89_IIE4)  
To view 'Everything Different, Nothing Changes' in its entirety, please visit: <https://youtu.be/k2XKI9Y7J3s>

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# Basics of fire protection & hazmat storage



**W**hen you work with highly flammable or otherwise hazardous materials, you have a duty to ensure that they are stored in safe conditions and in compliance with the law.

Fire protection refers to the measures put in place to (a) prevent the emergence and spread of a fire (b) to ensure the safety of people and animals and (c) the measures put in place to ensure effective fire extinguishing in the event of a fire. When planning a hazardous goods warehouse, preventive fire protection must be taken into account, in order to minimise possible fire hazards due to the stored substances in advance or to prepare measures for effective firefighting in the event of an emergency. It is divided into structural, technical and organisational measures:

**Structural fire protection**

- ◆ Division into fire sections
- ◆ Requirements for building materials and components
- ◆ Fire resistance
- ◆ Safety distances

**Technical fire protection**

- ◆ Fire alarm systems
- ◆ Automatic extinguishing systems
- ◆ Fire water supply
- ◆ Smoke and heat exhaust systems

**Organisational fire protection**

- ◆ Alarm plans
- ◆ Fire safety regulations
- ◆ Escape and rescue plans



- ◆ Identification
- ◆ Drills

**DSEAR & the risk assessment**

For all operations in which activities with flammable or oxidising hazardous substances are carried out, The Dangerous Substances and Explosive Atmospheres Regulations (DSEAR) specifies the requirements for a risk assessment, especially with regard to identifying fire hazards and the measures needed to eliminate risks from hazardous materials.

Before work is carried out, employers must assess the fire risks that may be caused by dangerous substances. This should be carried out as part of a risk assessment and by a competent, trained professional. All relevant factors for the rise, spread and impact of a fire must be considered. These include the dangers for employees from smoke, other (toxic) fire products, heat and the failure of components.

**Determine protective measures**

According to DSEAR employers must put control measures in place to eliminate risks from dangerous substances, or reduce them as far as is reasonably practicable.

The best solution is to eliminate the risk completely by replacing the dangerous substance with another substance, or using a different work process, but in practice this may be difficult to achieve. Where it is not possible to eliminate the risk completely employers must take measures to control risks and reduce the severity of the effects of any harmful event.

**Devising emergency plans & procedures**

Arrangements must be made to deal with emergencies. These plans and procedures should cover safety drills and suitable communication and warning systems and should be in proportion to the risks. If an emergency occurs, workers tasked with carrying out repairs or other necessary work must be provided with the appropriate equipment to allow them to carry out this work safely.

The information in the emergency plans and procedures must be made available to the emergency services to allow them to develop their own plans if necessary.

**European standards and classifications**

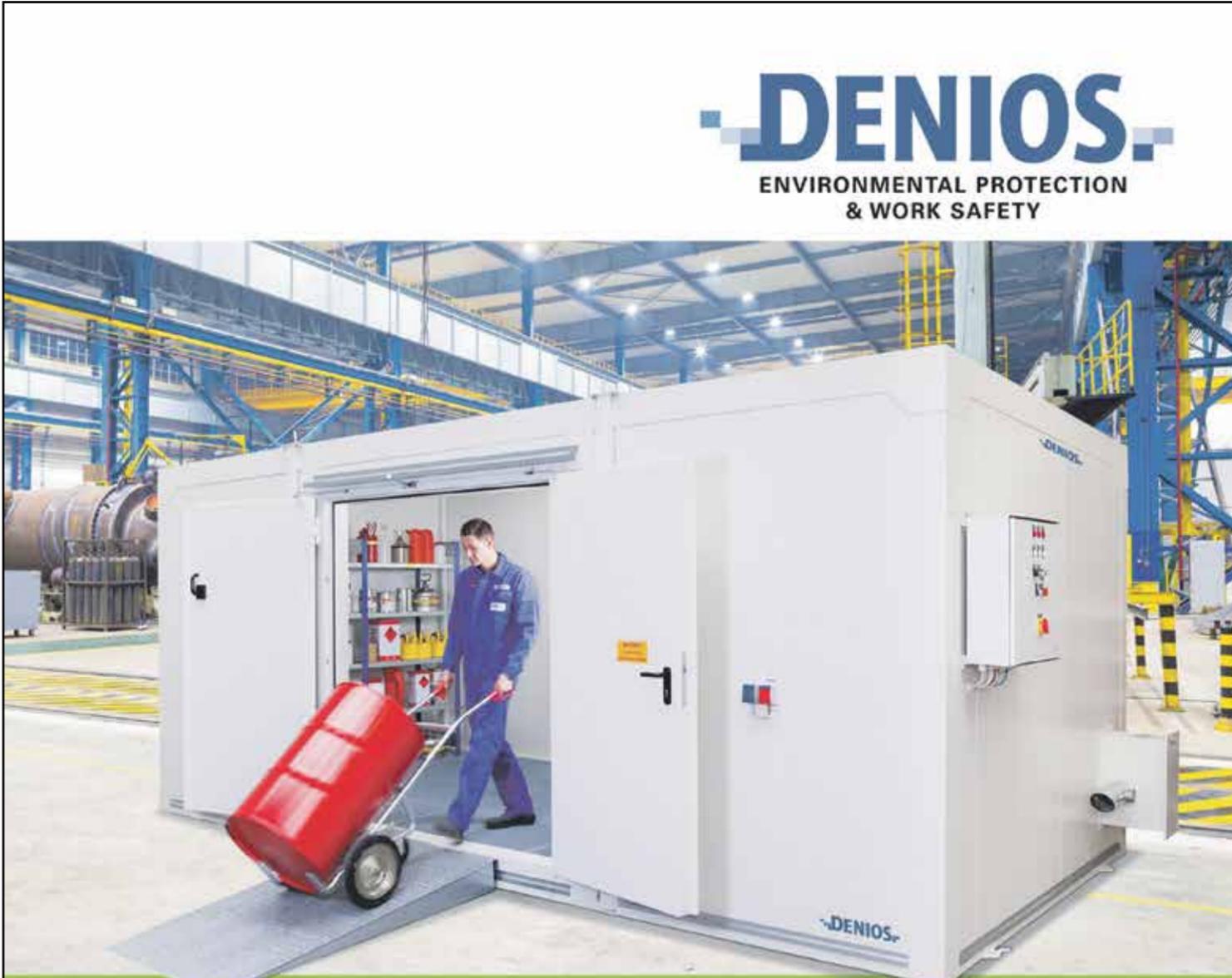
In the course of the progressive harmonisation of standards in Europe, a largely uniform classification system for fire protection was also introduced and gradually established in the national legislation of some EU states. This is based on the European standards EN 13501-1 and -2. This deals with the classification of the fire behaviour of construction products and the duration of the fire resistance. Essential requirements are the carrying capacity of the construction as well as the spread of fire. These are deemed to be met by the demonstration of the fire resistance of load-bearing and/or space-enclosing components over a certain period of time. This is proved by fire tests. After passing the fire resistance test, the overall system obtains a classification

**DENIOS fire protection storage**

Anyone who stores hazardous substances has to consider the possible fire hazards and the numerous regulations that surround it. Building regulations must be met and specific requirements for the storage of hazardous materials also play a role. But it is also very important to ensure the safety of people and the environment, and with DENIOS as your partner you are in safe hands.

Our fire proof room systems are designed to hold back fire for up to 120 minutes, giving you time to take any necessary further precautions to ensure the safety of your staff and facilities. We manufacture products specifically tailored to your needs, which are internationally tested and certified as a complete system offering reliable fire protection both inside and out. And because fire protection is a holistic topic, our expert team ensures all-round service in the usual DENIOS quality.

**For more information and to speak to one of our hazardous materials storage experts, call us on 01952 700572.**



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Call 01952 700 572 or visit [denios.co.uk/siteassessment](http://denios.co.uk/siteassessment) to find out exactly what you need and to book a free on-site assessment of your hazardous materials storage requirements.

# Europe's only trade event for brain & spine experts

The European Neuro Convention 2019 can only be described as a massive success. There were over 3,500 visitors in attendance at Europe's only trade event dedicated to brain and spine experts, held at Birmingham's NEC from 26-27 March 2019, discovering new technologies from the 200 specialist exhibitors and gaining access to a unique learning environment, including a comprehensive CPD accredited seminar line-up and the University of Plymouth's masterclass program.

Just before the doors opened at 10 o'clock,

there were large, excited queues ready to discover what the European Neuro Convention had to offer. In the exhibition hall, all of the exhibitor's stands were ready for what the day would bring, showcasing their most up to date technologies and products.

It only took the visitors a short walk to see the brilliant innovation on display, and stepping into the business' stands allowed for in-depth discussions with the suppliers to see how their products will be applicable to the expert's day-to-day work. Of all the brilliant exhibiting stands at the show, there

were several that stuck in the memory of many attendees across the two days.

The European Neuro Convention returns to Birmingham's NEC next year from 17-18 March 2020. This is our first pick of the best exhibitors from this year's show, listed here in alphabetical order: The Leeds Gamma Knife Centre, Maia Therapies, NeuroCONCISE Ltd, Neurosteer & The Royal Buckinghamshire Hospital. Further details can be found on this page and the next.

[www.neuroconvention.com](http://www.neuroconvention.com)



## The Royal Buckinghamshire Hospital

The Royal Buckinghamshire Hospital (RBH) in Aylesbury is known worldwide for the high intensity rehabilitation and complex nursing care it provides, for patients who have sustained spinal cord injuries and other neurological conditions. Within a historical landmark building, using state of the art technology through highly trained staff, our aim is to help patients to obtain their best possible outcomes in the shortest length of time.

We offer a complete solution under one roof, which includes: high dependency nursing, multi-disciplinary team assessments, intensive rehabilitation with



specialist diagnostics and reporting, all with consultant oversight.

At RBH, all the above allows us to offer a wider range of rehabilitation. Hydrotherapy is one of these and many patients say this makes a huge difference in their day to day lives. Some of the benefits from the pool are the reduction of pain, spasticity and the chance to participate in cardiovascular exercise.

We also provide access to all of the latest exoskeletons in order to conduct independent, comprehensive, specialist assessments. If found to be appropriate for the patient, they are reported to have a huge psychological impact, allowing people with mobility impairments to stand, walk and speak face to face. As well as the potential to reduce pain, spasms and help with bowel and bladder control.

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## The Leeds Gamma Knife Centre

In 2015 The Leeds Gamma Knife Centre upgraded to the Leksell Gamma Knife® Icon™ enabling Stereotactic Radiosurgery treatment to tumours previously considered to be too high risk either due to size or proximity to critical structures within the brain.

Leksell Gamma Knife® Icon™ is able to reach areas deep in the brain using three-dimensional computer imaging to guide very narrow, intensely focused beams of gamma radiation with pinpoint accuracy to defined areas. The technology's level of precision and accuracy allows delivery of highly effective doses of radiation exactly where needed while



preserving healthy surrounding tissue preserving function and quality of life. It enables the clinicians to perform single or fractionated frame-based or frameless treatments, allowing for more individualised delivery, without sacrificing precision and accuracy. Whichever cranial condition you

treat with Icon, unrivalled precision is achieved which is applicable to both frame-based and frameless immobilisation.

The Leeds Gamma Knife Centre works in close collaboration with Leeds Teaching Hospitals NHS Trust and NHS England to deliver an outstanding service to NHS and private patients. We are also the only centre in the North of England to have Icon and are commissioned by NHS England to offer treatment to children and young adults.

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## What is Gamma Knife treatment?

Gamma Knife® or stereotactic radiosurgery is a non-invasive, pain free, technologically advanced technique used to treat various types of brain disease. Despite the name, no knife or traditional surgery is involved.



Instead, a pioneering Gamma Knife® Icon™ machine uses three-dimensional computer imaging to deliver very narrow and intensely focused beams of gamma radiation with pinpoint accuracy to defined areas of the brain. This highly targeted radiosurgery destroys the diseased cells without damaging adjacent tissue.

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## NeuroCONCISE

NeuroCONCISE Ltd, an Ulster University spinout, has a solution that can revolutionise the way consciousness/awareness can be assessed following traumatic brain injury (TBI) and basic communication channels can be realised, even when a person is unable to speak or move.



Developed over 15 years and underpinned by multiple award winning research, NeuroCONCISE's platform neurotechnology (wearable) product, is comprised of unobtrusive, concealable award-winning electronics and PCB design on a flexible substrate for recording brain signals with high precision, advanced algorithms that translate brain activity into accurate control signals; clinical assessment/diagnostic augmentation software, and a basic communication and neurotechnology training system. The technology centres around our ability to interact with technology by imagining movement and modulating brain activity to control a brain-computer interface (BCI) – ie. neurotechnology can also be used to support stroke rehabilitation.

NeuroCONCISE founded in 2016, is currently Innovate UK funded, has partnerships with 16 brain injury units (including 13 NHS/HSC trusts) across the UK and Ireland to trial the technology and has ethical approval in Ireland and the UK to conduct trials with patients who have prolonged disorders of consciousness following brain injury. NeuroCONCISE platform including wearable neurotechnology, advanced AI and a Cloud-based data management solution will be released for research towards the end of this year.

Contact: Professor Damien Coyle, CEO  
 T +44 (0)28 7167 5170  
[damien.coyle@neuroconcise.co.uk](mailto:damien.coyle@neuroconcise.co.uk)  
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## Neurotechnology Platform & Training Service

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**NeuroPRECISE**  
 Advanced algorithms that translate brain activity into accurate control signals

**NeuroSHINE**  
 Assessment/diagnostic augmentation software & communication tool

**NeuroREFLECT**  
 A neurotechnology training system



Our trial is establishing evidence of neurotechnology benefits

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- Control
- Communication
- Rehabilitation
- Therapeutic stimulation
- Entertainment

Our software is clinically proven and user-friendly

T +44 (0)28 7167 5170 [damien.coyle@neuroconcise.co.uk](mailto:damien.coyle@neuroconcise.co.uk)

## Neurosteer Inc.

Neurosteer™ has developed a solution for the early detection and more effective treatment of a variety of neurological disorders. It consists of a medical-grade wearable device and cloud-based system that provides real-time monitoring and assessment of brain activity. The company's current focus is on delivering objective biomarkers that identify the early onset of Parkinson's, Alzheimer's, dementia and epilepsy.

Neurosteer uses an adhesive forehead strip connected to a pocket-sized device that wirelessly transmits sensor data to the cloud for proprietary signal processing. Advanced algorithms then decompose the single EEG channel into 100+ individual components for real-time analysis and display on a web-based dashboard. The result is more affordable screening, continuous patient monitoring, and optimised neurostimulation and drug selection, all leading to improved neurological treatment and outcome of clinical trials.



Compared to a functional MRI, Neurosteer is inexpensive, portable and unobtrusive. It can be used in a clinical setting for initial assessment and then as part of a patient's normal daily routine for up to continuous 24/7 monitoring. It allows the patient to perform cognitive or physical tasks while being monitored and delivers interpreted results in real-time. Finally, it provides immediate feedback on the response to and the efficacy of drugs and/or neurostimulation.

Neurosteer's initial technology was developed at Tel Aviv University by Nathan Intrator, PhD, a professor

of Computer Science and Neuroscience. Dr Intrator has been a well-known brain researcher and a leading expert on signal processing for over twenty-five years and founded Neurosteer Inc. in 2015 to further develop and commercialise the Neurosteer technology. With offices in New York, California and Israel, the company's patented product is currently being validated in clinical trials and used by pharmaceutical companies for patient screening and efficacy testing of new drugs.

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## Specialist injury rehabilitation services

We are very excited to announce this new service. Are you looking for qualified, reliable and professional rehabilitation for your client? Our SIRS registered staff are expertly trained to assist your existing team to rehabilitate spinal and/or ABI clients.

### What makes us different?

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Our experienced care expert has developed a CPD recognised course for your staff which doesn't only support your client but works with your case management team to progress their rehabilitation. The course is delivered by leading psychologist Dr Paul Priem, Neuro psychologist and also our neuro occupational therapist and physiotherapist and our care expert. Each Rehabilitation specialist attends quarterly refresher training to maintain their registration.



REHABILITATION

Our registered staff will:

- ◆ Have attended and passed our SIRS course
- ◆ Be trained by neuro psychologist
- ◆ Be trained specialist Neuro occupational therapist
- ◆ Have access to spinal physiotherapy training if relevant
- ◆ Be trained in mandatory courses, applicable to their client wherever possible
- ◆ Be trained to use evidence-gathering and goal specific tools compiled and reviewed by our care expert
- ◆ Be supervised, and refresher trained, every quarter

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## Strategic growth move

Meachers Global Logistics, one of the UK's leading independent providers of transport and logistics services, has announced that it has acquired the business trade of local Freight Forwarder, Kepar and Sea Ltd, with effect from 30th April 2019. This move by Meachers clearly demonstrates the strategic thinking behind its growth model to help bolster key markets and the wide range of services it currently provides.

Gary Whittle, Commercial Director at Meachers Global Logistics, said, "We are delighted to be making the business trade acquisition of Kepar. It will allow us to expand our customer base with the transfer of clients and staff while still ensuring we maintain the continued level of good service and support they are currently receiving. This will also enhance the services offered to our existing customers and provide additional avenues for future expansion, while adding a number of experienced operators to our current team."

Ian Keppie, Managing Director at Kepar, added, "As a former managerial employee at Meachers, I am delighted that I have had the opportunity to



hand over the reins, now that I will be retiring, to a company which will provide a continued wide range of services in a highly effective manner and that all the staff will continue to provide their personal touch to existing customers."

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## LPR & James Jones: Improvements lead to greater productivity

A shared focus on improving health and safety has helped strategic partners LPR and James Jones to boost the performance of LPR's Castleford Depot in West Yorkshire. As well as creating a safer and more comfortable environment for staff, their collaboration has substantially increased productivity.



depots, James Jones sorts, examines and repairs incoming pallets. Around a quarter of the pallets handled need to be repaired in some way. Starting with the Castleford site, the partners have collaborated to address factors impacting employee safety.

James Jones & Sons (Pallets and Packaging) Ltd operates this and four other depots for pallet pooling specialist LPR, having entered a partnership agreement in 2017.

The Pallet and Packaging division is part of James Jones & Sons Ltd, one of the UK's leading sawmill businesses. James Jones is also the leading supplier of home-grown timber to Britain's pallet and packaging industry.

Its trusted reputation as a timber pallet manufacturer and processor, with expertise in pallet recovery, inspection, repair and associated services, makes James Jones a natural partner for LPR. The companies have much in common, including a strong interest in environmental sustainability.

**Profitable investment**  
At each of the five automated

Between them, LPR and James Jones have invested around £250,000 in a long list of upgrades to the depot's facilities and equipment. Along with employee protection features, the safety elements include enhanced provision for training. There has also been a major overhaul of the site's automation.

**Contact**  
www.lpr.eu  
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### The Goupil G4

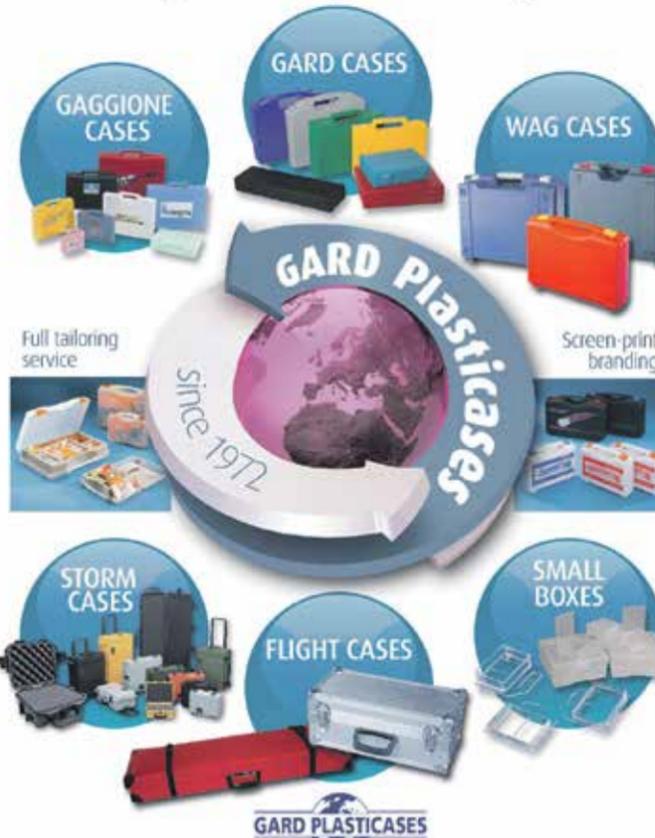
100% Electric, Zero Emissions  
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The Goupil G4 is ideally suited to improve access into low emission zones, city and town centres. With 11 different body configurations there is Goupil to suit a vast array of applications.

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## Huge range of roll cradles now held in UK



HenryAR, the European trading arm of US company Henry Molded Products, now offers large stocks of Stakker roll cradles in a range of more than 40 styles within the UK for immediate distribution throughout Europe.

The cradles provide producers, converters and distributors of rolls of fabrics, papers and films with a safe and economical system for horizontal stacking on pallets, saving on production, warehouse and distribution costs.

Custom moulded packaging in paper fibre is increasingly replacing less environmentally acceptable materials. Henry is able to mould large format, heavy duty, deeper sections and its products are recyclable. It has its own design studio, mould making shop, slurry development and production process under one roof.

T +44 (0)1572 490644  
[steve@alderneyrace.com](mailto:steve@alderneyrace.com)  
[www.stakker.eu](http://www.stakker.eu)

## Our customers' opinion really does matter to us

With more than 2 decades of experience in providing FM solutions, Chris Black, Operations Director for TC Facilities Management (TCFM), shares the results from the latest Customer Feedback Survey.

Good business practice dictates gathering feedback from customers to understand the reality of what people really think of a business. As part of our commitment to our customers, 2019 has marked the year that we have done precisely that by opening the window to listen to feedback from our customers.

We designed and developed an online survey and listened to the responses from almost 20% of our customers who responded to the invitation to take part. These responses have helped us understand 10 key indicators of what our customers think and how they feel about our approach and the services we provide to help them make their businesses a safe and great place to work.

We are delighted to hear that our customers



consider that we have both a good knowledge of the industry that we operate in along with the day-to-day issues that each business faces. This is no mean feat, as we support businesses in a vast range of sectors: retail, manufacturing, pharmaceutical, technology, automotive, leisure and corporate offices.

For those wondering whether with TCFM operating in over 5,000 sites, how quickly we are able to respond to issues? We heard that 3 out of 4 people feel that we respond quickly to their needs.

**T +44 (0)1737 814016**  
**info@tcfm.co.uk**  
**www.tcfm.co.uk**

## Genesis Biosciences appoints Citron Hygiene as sole UK distributor of its Evogen range

Global microbial and anti-microbial product developer, Genesis Biosciences, has appointed Citron Hygiene UK Ltd as the sole UK distributor for its professional probiotic cleaning range, Evogen Professional.

The partnership will see Citron Hygiene UK Limited – formerly Admiral Cleaning Supplies – offer the specialist, environmentally-responsible cleaning solutions to the UK HoReCa (hotels, restaurants and cafés) and Soft FM and cleaning markets, with next day delivery available to all parts of the country.

The extensive Evogen Professional range, which has been developed to ensure highly-efficacious long-term cleaning performance every time, includes interior solutions such as general purpose Biocleaner, carpet and upholstery shampoo, odour neutraliser and kitchen-specific cleaning products, as well as an exterior collection featuring hard surface cleaner.



A global leader in beneficial bacteria fermentation, Cardiff-based Genesis Biosciences is the first company to develop, manufacture & offer both microbial and antimicrobial products and is continually creating unique products and solutions for markets around the world.

**For more information, please visit:**  
**www.genesisbiosciences.co.uk**

## MSL

MSL specialise in providing a range of FM services including reactive maintenance, planned maintenance and compliance. Their customer base comprises many well-known brands with nationwide multi-site estates including Caffè Nero, William Hill, Pets at Home and Wren Kitchens.

At the heart of MSL's operations is their 24 hour helpdesk and inSYNC FM system. However any business is only as good as its people and MSL have an extremely experienced, engaged and happy team reflected in their recognition by Best Companies 2 star award in 2019 – "being an outstanding company to work for".



MSL are one of the industries top choices for compliance services covering electrics, fire, gas, water, asbestos, air conditioning or more.

Offering a one stop shop for compliance, clients are provided transparency through the inSYNC system to view the service profiles, visit frequencies & view their overall compliance status whether by compliance discipline or by property. For ease of use, reports and certificates

can also be downloaded anytime.

As for MSL's reactive services, these cover all trades, including electrical, plumbing, carpentry, roofing, locksmiths and drainage. MSL work only to the strictest standards of quality and health & safety and have achieved ISO 9001, 14001 and OHSAS 18001 accreditations.

To find out more information on MSL Property Care Services, or to get in contact with the company, please see the details provided below.

**T +44 (0)333 123 4450**  
**www.msl-ltd.co.uk**

## 5 reasons why you should choose LaundryTec

Chester based LaundryTec, since its foundation in early 2016, has become one of Alliance International's major UK distributors. Founded by Jeremy Hartigan; the team of industry professionals, with the backing of the Alliance Lavamac brand, supply a significant number of the UK's leading health care operators with equipment, installation & after sale support.

LaundryTec designs offer not only washing, drying and ironing equipment but a full range of handling, distribution, folding & identification systems, to create a fully functioning laundry complete with all items necessary for efficient operation.



Every LaundryTec machine includes full installation options, including the removal disposal of an existing machine, and a training programme with a minimum of 24 months part & labour warranty.

The environment is at the forefront of every operator's mind. Standard specification on a Lavamac machine includes functions that automatically weigh and control the energy input into

the machine and store the data in the machines memory. Our LS range of electric heat pump dryers require no ventilation or gas services and operate at 3kw per hour.

5 reasons why you should choose LaundryTec:

1. Cost
2. Efficiency
3. Service
4. Design
5. Innovation

**T 0151 317 3127**  
**www.laundrytec.com**

### EVO<sup>+</sup> HEAT PUMP DRYING TECHNOLOGY

**ELECTRICAL POWER**  
 Less than 3 kW of installed power instead of 25 kW of gas.

**EVAPORATION**  
 Closed loop installation: no need for exhaust piping.

**ENERGY CONSUMPTION**  
 Consumption reduced by more than 60%.

**EFFICIENCY**  
 Shortest drying times on the market.

Energy consumption comparison - Conventional dryer vs. heat pump dryer

**XTREMELY SHORT PAY BACK TIME OF NEW TECHNOLOGY**  
 • LS300 HP investment cost will pay back in 15-25 months.  
 \* Calculation includes standard equipment prices, the average price of electricity in EU and the usual number of 8 cycles per day (160 cycles per month).

**LARGEST RANGE ON THE MARKET - 9, 11, 13 AND 18 KG**

**0151 317 3127 www.laundrytec.com**

## Cinderella incineration toilets

**What are they** – Cinderella incineration toilets burn biological waste at high temperatures, leaving only an insignificant quantity of fine, harmless ash, amounting to the equivalent of about one teacup for four people during one week of use. The toilet may be used around 70 times before emptying is required. Cinderella incineration toilets are currently installed by over 60,000 users worldwide.

**How do they work** – Waste is burned in an integral combustion chamber. The harmless gases from this combustion are dispersed through a vent pipe. In contrast with other toilet systems, incineration toilets eliminate all waste on site without the need for connection to the main sewer or a septic tank.

Correctly used, Cinderella incineration toilets are odourless, hygienic & safe, providing a user experience similar to a normal domestic system. The user simply inserts a bowl liner, uses the toilet then presses a button to evacuate and incinerate the waste. Cinderella toilets are suitable for all ages and are child safe.

**Where can they be used** – Available around the world for decades, incineration toilets are a commonly used alternative in residential and commercial applications without easy access to public utilities. These include



mountain cabins, remote areas, tiny homes, off-grid structures, mobile homes, boats and many more. They do not require a water supply or septic system.

**Power requirement** – Cinderella incineration toilets use either 240V electricity or LPG as the combustion energy source. LeeSan is the sole UK distributor for Cinderella Eco Solution incinerating toilets. LeeSan is part of the Pump Technology Group.

**T +44 (0)1295 770000**  
**www.leesan.com**

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**240 VAC**

**Incineration toilet adapted for when nature calls**

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# SUSTAINABILITY TODAY

Issue 415 August/September

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energy | water | waste | recycling | sustainability



simple  
fast  
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TOC DOC  
BOD COD  
SUVA  
UV254

For more information about these portable units or our range of continuous measurement probes email us at [sales@photonicsmeasurements.com](mailto:sales@photonicsmeasurements.com) or give us a call +44 (0)28 9210 6263

## Photonic Measurements

Photonic Measurements is pleased to donate a UV254 Go! to the SAFEWATER Project, a £6 million research project into low-cost technologies for safe drinking water lead by Ulster University.

Ulster's team extends across several universities in Colombia, Brazil, and Mexico whose goal is to provide scientific research into the development of low-cost water technologies for water disinfection treatment.

Photonic Measurements' Kevin Neill is pictured with, (left) Professor Tony Byrne, the principal investigator and (centre) Dr Pilar Fernandez-Ibanez, leader of the work package 3 for developing low-cost treatments and contributing to the activities relating to the building and dissemination of the project.

Visiting the office, they discussed the challenges and rewards SAFEWATER continues to overcome and achieve.

The UV254 Go! will assist with measuring water

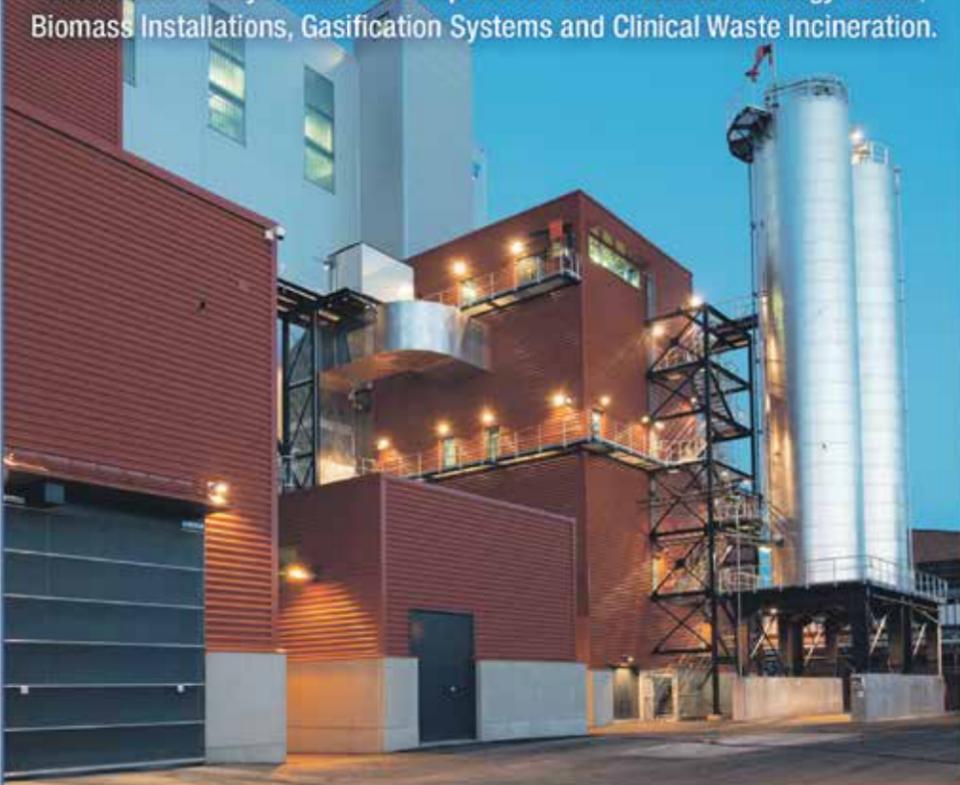


samples in developing regions in Colombia and Mexico, to supply safe drinking water for families, improve quality of life, increase in economic development and significantly reducing waterborne diseases.

For more information, please get in contact at: [info@photonicsmeasurements.com](mailto:info@photonicsmeasurements.com) or call us on +44 (0)28 9210 6263.

## Engineered for a Cleaner Environment

Total solutions for separation of airborne dusts and fume control. Dry sorption technology for the removal of acid gases such as SO<sub>2</sub> and HCl, dioxins and heavy metals. Vast experience within Waste to Energy Plants, Biomass Installations, Gasification Systems and Clinical Waste Incineration.



# Lührfilter Ltd.

Air Pollution Control Technology

Unit 1 Crompton Court | Burntwood Business Park | Attwood Road  
Burntwood | Staffordshire | WS7 3GG  
Tel: 0121 353 0176 | Mail: [info@luhrfilter.co.uk](mailto:info@luhrfilter.co.uk) | [www.luhrfilter.co.uk](http://www.luhrfilter.co.uk)

## Tridonic wireless technology

In the Temple de Lutry stringent requirements had to be met for connecting the numerous LED light points to a lighting control system. "In view of the 1,000 year old structure of the church, laying power or data cables was absolutely taboo," says Yannick Le Moigne from lighting design office Senseco.

This means that only a wireless solution was an option. Each lighting component has therefore been equipped with a basicDIM Wireless control module from Tridonic, acting as a node in a Bluetooth network with a mesh structure.

Thanks to the compact Casambi Ready basicDIM Wireless modules, setting up a light management system is very easy. Once connected with the LED drivers of the luminaires to be controlled, they automatically establish a network with up to 127 light points. The modules come with a configurable 1 10 V interface and a DALI interface as well as a switchable relay contact. Optional sensors can be integrated. In the Tridonic 4remote BT app, the networked luminaires can then be grouped together and lighting scenes can be created and saved.

In the Temple de Lutry there are scenes for services,



for musical and literary events in the choir or the nave, and for the popular Bach concerts. One tap of a finger in the app is enough to retrieve the desired configuration. The battery-powered basicDIM Wireless User Interface is also used. This low-profile device in a switch format can store four scenes and fade luminaires up and down.

Contact  
T 01256 374300  
[enquiries.uk@tridonic.com](mailto:enquiries.uk@tridonic.com)  
[www.tridonic.com](http://www.tridonic.com)

## MP supports launch of Reconomy's latest Sustainability Report

Member of Parliament for Telford, Lucy Allan MP, has joined employees of leading Telford-based business, Reconomy, at the launch of its latest Sustainability Report.

Covering the 2018/19 financial year, the report outlines many of Reconomy's major achievements over the period and reflects its ongoing commitment to fully integrating sustainability into all its activities. In addition to measuring and detailing Reconomy's progress against its Social, Environmental and Business Value sustainability goals, key highlights from the report also include:

- ▶ A commitment to reinvest 1% of profit before tax (PBT) into its social value programme
- ▶ 80% of supplier spend with SMEs, generating £70 million worth of social and economic value
- ▶ £306,258 of social value delivered in 2018, our objective is to raise £1m in 2019
- ▶ 32% of employees participating in community volunteering activities
- ▶ 100% renewable energy used at Reconomy's head office
- ▶ Zero waste to landfill achieved for over 80% of Reconomy's Business and Industry (B&I) customers
- ▶ 19% reduction in carbon intensity
- ▶ £158m revenue achieved (pro forma for 2018)



Reconomy is the UK's leading provider of outsourced waste management and resource-led services. During a visit to the company's head office on Stafford Park in Telford, Lucy Allan MP met with senior members of the Reconomy team, together with its sustainability champions, volunteer coordinators and mental health first aiders.

Reconomy's 2018/19 Sustainability Report can be viewed here: <https://www.reconomy.com/sites/default/files/Reconomy%20Sustainability%20Report%202019.pdf>

## General sewer network improvements

NMCN PLC were tasked with improving the sewer network that runs through the village of Kirk Hallam. Using the Pulsar UltraTWIN controller and 2 x dB10 Transducers, they were able to gain successful measurements of both the main trunk sewer and the water levels in an offline shaft tank.



NMCN PLC works in partnership with its customers to deliver major built environment and critical national infrastructure projects across the UK. Within the village of Kirk Hallam, Derbyshire, it was responsible for sewer network improvements, with the aim of alleviating the risk of flooding, of 15 properties located within the village. The scheme carried out by NMCN PLC, on behalf of Severn Trent Water, included the installation of an offline stormwater shaft tank, which doesn't receive constant flow to pump away and only comes into operation during long periods of rainfall/storm conditions – a common application throughout the UK water industry.

triggers a relay in the panel which starts the pump. Once it has reached the stop level another relay is triggered, and the pump is stopped.

In times of heavy rainfall/storm conditions, the water levels in the sewer rise, a pre-set weir is breached upstream and the flow cascades via a section of stainless-steel pipework into the new shaft.

**Contact**  
**T +44 (0)1684 891371**  
**F +44 (0)1684 575985**  
**info@pulsar-pm.com**

A Pulsar UltraTWIN controller and 2 x dB10 Transducers were installed, to measure the 7.5 metres down into the shaft tank and the downstream sewer which measured 6 metres deep. Pre-set levels are built into the controller and once these levels are reached, it

## Take control of emissions on site: Casella Guardian2 with VOC monitoring

After decades of neglect, the result of land pollution has reached a level of significance that is now impossible to ignore.

The remediation of contaminated land sites can prove to be a challenging undertaking; however, effective boundary monitoring solutions can help to mitigate any environmental issues during construction by effective measurements. Casella demonstrates its commitment to reducing environmental risks with the new Guardian2 site boundary monitor, designed to help site management remain compliant with emission levels, using remote monitoring and reporting of noise, dust

and vibration levels and now includes the measurement of Volatile Organic Compounds (VOCs)

The innovative Guardian2 is equipped with photoionization detectors (PID) and measures for VOCs up to 6,000ppm (parts per million), assessing the emission limits and air quality of an area. VOCs are organic chemicals known for their volatile and harmful properties that leak into the ground leaving the top soil of the land polluted. The levels need to be assessed and continuously monitored to ensure site safety and well-being of the workforce and surrounding areas.



Casella is dedicated to reducing occupational health and environmental risks, and supporting businesses in solving their monitoring and analysis needs.

[www.casellasolutions.com](http://www.casellasolutions.com)

## The Energyst Event Review Top 10

### Delivering Net Zero

Decarbonising the economy is the challenge of our times. To deliver Net Zero requires immediate and sustained action across all sectors. Industrial and commercial businesses will be required to perform much of the heavy lifting, alongside local authorities and the public sector estate.

Our content-led event tackles both the latest energy insights and explores how the market is rapidly changing, across all conference streams. Debates on how to deal with an evolving energy world on the road to Net Zero and discussions on practical issues ensure an event worth attending.

The Energyst Event, held at The National Motorcycle Museum,

### the energyst event

Birmingham, from 1-2 May 2019, discussed both challenges and solutions, enabling end-users to meet partners in a content-led environment that can help visitors decarbonise their operations, today, tomorrow and out to 2050.

Whether visitors worked for a major energy user, energy intensive user or an SME business using less than £250,000pa on energy, they found our content-led event well worth attending.

Delegates who gained the most from attending included those who work in energy and

sustainability departments, energy procurement teams and engineering & facilities departments, tackling energy and carbon management alongside reduction strategies daily.

The Energyst Event moves to Silverstone's Wing next year from 28-29 April 2020. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: IMS (Industrial & Marine Silencers Ltd), Wilson Power Solutions & ZTP. Further details can be found on this page.

[www.theenergystevent.com](http://www.theenergystevent.com)

### Express delivery for standard rated supply transformers

Sometimes there's simply no time. We have listened to our customers and invested in an increased level of 'in stock' transformers (box to box) for 24 hour or 48 hour deliveries. Our stock transformers are available on a first come first served basis and include both standard Eco design compliant (Tier1) transformers as well as our industry leading super low loss amorphous transformers (exceeding Tier2).

All stock transformers for next day/48 hours delivery are offered as 'box-to-box' type and come with the following base specification:  
 ▼ HV off load tap changer with additional tap setting (±2.5%, ±5.0%, +7.5%)  
 ▼ Bottom entry HV cable box



suitable for 1 x 3c cable  
 ▼ LV cable box suitable for 3 x 1c cable per phase and neutral

Wilson E1 range (Eco Design Tier 1 compliant, liquid filled distribution transformers) with the following ratings: 500kVA, 800kVA, 1,000kVA, 1,250kVA, 1,500kVA, 1,600kVA, 2,000kVA, and 2,500kVA.

Wilson E2 super low loss

amorphous range (Eco Design Tier 2 compliant, liquid filled distribution transformers) with the following ratings: 500kVA, 800kVA, 1,000kVA, 1,250kVA, 1,500kVA, 1,600kVA and 2,000kVA. With a dedicated production team working on the shop floor here in Leeds, we can even cater for accessories at short notice but delivery times will stretch out by one or two weeks depending on our factory loading.

For all other ratings (at standard specifications) or if stock levels have been depleted, our typical lead times are between 6-8 weeks. Please call us on 0113 271 7588 or email: [info@wilsonpowersolutions.co.uk](mailto:info@wilsonpowersolutions.co.uk) to learn more.

[www.wilsonpowersolutions.co.uk](http://www.wilsonpowersolutions.co.uk)

## ZTP's software solutions

ZTP, the energy management and software specialist firm that enhances business performance and energy management through the provision of transparent and innovative support solutions, made its first appearance at The Energyst Event in May 2019.

The event presented the perfect environment to debut ZTP's revolutionary platform, Kiveev, designed to digitalise the procurement and management of flex power and gas contracts, enabling users to make more informed and better trading decisions, thus mitigating risk and saving money.

Kiveev arrives at a time of increased energy market volatility, and empowers those responsible for energy management and procurement. Based on ZTP's work and discussions with clients and contacts from across multiple sectors, and other key industry stakeholders, it identified the common denominator that many had no system in place to monitor and forecast their energy usage, analyse current market prices or build in risk factors, which are key challenges in this era of increased accountability. ZTP therefore designed Kiveev to help users significantly enhance how they manage energy



together with maximising savings on their energy use and costs across their multi-site, mixed-use development portfolios.

For more information on how ZTP's energy industry leading software solutions can help your organisation, visit the website at: [www.ztpuk.com](http://www.ztpuk.com) or call 020 3957 6010.

## Retrofit SCR/SCRT Technology from IMS for Stage V and MCPD

IMS have developed a combined DPF+SCR/ASC Reactor with an upstream DOC and Hydrocarbon Injection to elevate the exhaust gas temperatures for active regeneration of the Wall-Flow DPFs in the lower chamber of the reactor.

The SCR+ASC in the upper chamber is close coupled to the DPF on a central flange which allows both to be removed together for servicing/maintenance.

The AdBlue Mixer Pipe is embedded to

reduce the space envelope. Its 'Airless AdBlue Injection' means no compressor is required. Having two separate chambers allows for the Inlet/Outlet pipes to be positioned on either end of the reactor.

For MCPD the DPFs can be exchanged for SCR catalysts which will double the capacity for NOx reduction providing approximately 95% reduction in NOx. HS2 and the London NRMM LEZ will require Stage V from 2020 and all generators participating in the Capacity



Market will require MCPD Compliance.

IMS can provide a turn-key solution together with AdBlue Dosing and NOx monitoring and an acoustics package if required.

For further details, please contact:  
**T +44 (0)1509 506792**  
**sales@silencers.co.uk**

IMS (Industrial & Marine Silencers Ltd) is the UK's leading manufacturer and supplier of exhaust gas silencers, emission control technology, acoustic enclosures, air inlet & extract attenuators and acoustic doors



Industrial & Marine Silencers

+44 (0)1509 506792  
[www.silencer.co.uk](http://www.silencer.co.uk)

# Prime Hybrid Energy rethinks energy solutions

**A**t Sustainability Today we are aware of the constantly evolving nature of the business and industrial markets. In keeping with this we strive to bring our readers the most innovative companies and solutions providers. Subsequently, we have chosen for this issue's Energy Company of the Month Prime Hybrid Energy. Prime Hybrid Energy is reimagining the manner with which we can produce and store energy and cutting the cost of doing so.

Prime Hybrid Energy is saving customers nationwide 50-80% on their energy bills. The company, which was established as an independent subsidiary of AforeUK two years ago, has since expanded its horizons and garnered a gleaming reputation as a forward-thinking energy solutions provider. The company reaches both private and commercial markets and works closely with social housing organisations to help solve fuel poverty and reduce ever increasing demands on the grid.

The significance of being environmentally conscious when finding energy solutions is increasing. With energy sources running low and the damaging effects current energy sources have had on the environment becoming increasingly apparent, more and more businesses are trying to incorporate or provide cleaner and greener solutions. Finding these solutions however requires a great deal more than simply wanting to. An unwavering dedication to research and development is essential to securing the most viable, cost effective and environmentally driven energy solutions.



Prime Hybrid Energy designs and manufactures hardware that in turn couples with its in house designed software and battery technologies. This greatly minimises potential losses and helps work towards grid neutrality, reducing grid dependency and ultimately contributing to a cleaner environment. As a result, the company has won the Energy Capital Innovation Challenge, a prestigious award offered only to companies of the highest calibre. This kind of recognition is indicative of the kind of future that Prime Hybrid Energy surely has ahead of it.

Prime Hybrid Energy's domestic system is vertically integrated meaning they manufacture the hybrid inverter, batteries, metering solution and, of course, the software. This can then all be controlled by the Cloud-based platform [myenergycloud.com](http://myenergycloud.com). This



enables the system to work individually or as a group to form a virtual power plant, to enable peer-to-peer trading or to take part in the commodities market, whichever is best for the client.

The software that the company designs and manufactures is bespoke for commercial systems, and made to fit the exact requirements of the customer in question. Listening to the needs and wants of the customer is integral to the success of any business, but when attempting to save people money, keeping the customer at the centre of the business is especially imperative. Each system produced by Prime Hybrid Energy will be site specific and so making sure that the customer is fully involved in the design and development process is crucial to producing the most effective solution. Subsequently the company offers a consultancy service aimed at clarifying the key performance points of the system needed and to secure the most cost effective solution.



Once a system is designed, developed and installed Prime Hybrid Energy provides a market leading after sales service. The company monitors its customers' systems on their behalf and reduces necessary down time to the very minimum. The company also has links worldwide with approved installers which allows for a rapid reactive maintenance and a quick turnaround of any problem. The company can also JV, part finance, 100% finance or provide a combination of all options. Being confident enough to stand by its products with its own capital proves to customers that Prime Hybrid Energy can be well-trusted.

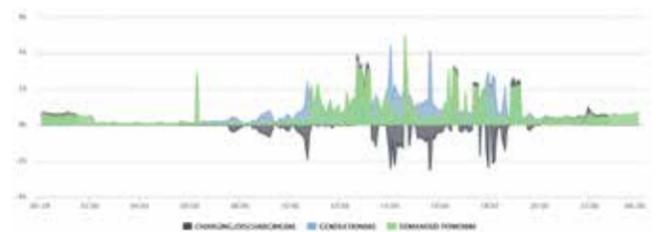
Prime Hybrid Energy, together with installation partner Avonside Renewables and distribution partner Smith Bros Doncaster, has recently landed a contract for the largest social housing renewables project of its kind in the UK. The project is being orchestrated by Together Housing and is based in the Blackburn area. Prime Hybrid Energy is supplying the entirety of the project with its hybrid inverter, battery storage, metering and monitoring solutions, a sure testimony to the brilliance of the company's systems. The ambitiousness with which Prime Hybrid Energy takes on projects of this size is what has come to be expected of a company of its magnitude. The company is also in talks with a major energy supplier and one of the world's largest financiers regarding supplying the hardware for their energy solutions.



Jason Ware, Managing Director, Prime Hybrid Energy

After having already won much popularity and garnered a reputation as a reliable and trustworthy energy solutions provider, the future looks nothing but bright for Prime Hybrid Energy. Despite the constantly changing nature of the market, Prime Hybrid Energy remains flexible and adaptable. This allows it to constantly provide solutions to a number of different customers in a number of different situations. The company plans on expanding its network and building new and exciting relationships and helping more people save time, money and the environment when looking for new energy sources.

For more information on Prime Hybrid Energy, visit its company website or get in touch via the details listed below:  
T 01283 528108  
[www.primehybridenergy.com](http://www.primehybridenergy.com)



# Cole-Parmer: A trusted supplier partner for over 60 years

**E**stablished in 1955, Cole-Parmer is a leading source of laboratory and industrial fluid handling products, instrumentation, equipment and supplies, all of which adhere to the highest standard of quality and usability. With paramount expertise in temperature measurement control, electrochemistry and fluid handling, the company has a proven track record of providing its customers with the most innovative and efficient solutions and service. Cole-Parmer's products are sold and distributed worldwide through an extensive network of international dealers and company-owned customer channel outlets.

Founded by partners Jerry Cole and John Parmer in 1955, the company was built on simplicity and clarity. With no budget to account for the employment of additional workers, the pair invested heavily in advertising, inventory and a 1,200ft<sup>2</sup> loft in Chicago. The simplicity of the business strategy allowed for Cole and Parmer to offer customer service and technical assistance at a standard that stood out (and still does) from their competitors while simultaneously providing customers with the broadest selection of products available.

By 1960, Cole-Parmer's 1,200ft<sup>2</sup> loft had been replaced with a newer 12,000ft<sup>2</sup> facility, and eight years later the company again transitioned to a 47,000ft<sup>2</sup> location allowing for exponential expansion. The very same year Cole-Parmer purchased globally reputable Masterflex<sup>®</sup> peristaltic pumps followed closely by the purchase of Gilmont<sup>®</sup> Instruments and Manostat<sup>®</sup> Pumps. These expansions and acquisitions improved Cole-Parmer's ability to offer its customers great products at reasonable prices.

The rapid growth the company saw throughout the 50s and 60s enabled the company to set its



sights on a more global scale, and in 1972 Cole-Parmer established its international divisions, which today encompass a network of more than 80 international dealers spanning more than 160 markets, as well as a number of corporate-owned facilities in key markets around the world. These moves helped cement Cole-Parmer as a key supplier partner within the Fluid Handling, Test & Measurement and Biosciences sectors.

Today, the company is headquartered in Vernon Hills, Illinois, and has numerous manufacturing sites worldwide alongside an equally as notable number of customer support locations in the US, Canada, UK, France, Germany, Italy, Australia, India and China, amongst others. As the global reach of Cole-Parmer continues to grow, the company remains focused on deploying the resources necessary to grow in size and improve the quality of its product selection whilst continuing to offer a level of support unmatched in their key industries.

John Batts – a Category Manager with Cole-Parmer – tells us, "In each of our product segments and in each industrial sector we offer a number of benefits to our clients. Our primary focus is on our Proprietary Products – products and brands that we manufacture ourselves. These products range from standard laboratory benchtop instruments used for everyday chemical and reagent processing, to specialised test and measurement devices capable of measuring and controlling the physical or chemical characteristics of substances, to our array of fluid handling instruments. Coupled with the supplier relationships we have forged that allow us to distribute world-recognised brands, Cole-Parmer brings to the table an amazing assortment of products and a level of service that you truly cannot find elsewhere."

Central to Cole-Parmer's value proposition to its customers is the tremendous line-up of self-manufactured pumps for nearly any application. Their pumps are engineered with the expertise and accuracy one can only come to expect from a company of Cole-Parmer's calibre, designed to deliver a performance that outclasses other pumping systems on the market.



John Batts, Category Manager, Cole-Parmer

To complement its range of pumps, one notable mention – and clear advantage – Cole-Parmer offers its customers is its comprehensive line of Masterflex tubing. The Masterflex tubing is custom extruded with the utmost precision to exact tolerances seldom found among other companies' portfolios. Additionally, Masterflex tubing is available in over 20 different tubing formulations, which collectively present customers with the opportunity to pair their application parameters with the best tubing option that matches all critical requirements.

Recently, Cole-Parmer introduced the world's first Cloud-based pump technology: MasterflexLive™. MasterflexLive enables its users to efficiently monitor and control their pump from almost anywhere, limited only by access to and the strength of the available internet connection. Customers can check on the current status of their pump, control the majority of the pump's functions, and receive mobile alerts in the event of the pump stopping before the assigned stoppage time – all of which is achievable from any internet-connected device such as a smart phone or tablet. The conveniences and ease of use that MasterflexLive presents renders the Cloud-based technology ideal for pumps located in isolated locations or clean rooms and various other similar circumstances, where deploying MasterflexLive-enabled pumps can save the customer time and money.

Cole-Parmer is always focused on devising, developing and manufacturing new products and new technologies, as John Batts explains. "Our engineering staff collectively has decades and decades of experience working with the technologies that serve as the foundation for our products. Our engineers are truly some of the best in the business – in any business, really. And they work every day on new product development. Knowing what's in our pipeline, I am excited for our clients to be introduced to



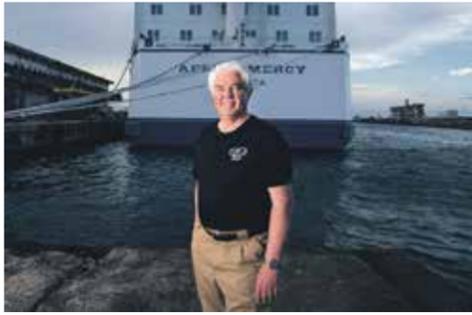
the products we will soon release to the market! While somewhat cliché, we truly are all about helping customers achieve success. Our goal is to provide great products upon which our clients can rely. That requires top-quality hardware coupled with tremendous engineering expertise and technical support – and that's what Cole-Parmer offers. It's a unique, but winning, formula for doing business."

Cole-Parmer has secured its place as an industry leader, strengthening its reputation through the constant care and attention it applies to both the development of its products and the support it offers its customers. The future for the company looks as bright as its history has been, and further product development and business expansion is most definitely ahead. There are few companies that can offer a product range as diverse or customer satisfaction as apparent as Cole-Parmer. For more information on the company, or to speak to someone directly, see the details listed below.

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info@coleparmer.co.uk  
www.coleparmer.co.uk



# Helping to eradicate diseases of poverty



We currently have an engineer on board called Osman who was actually a patient on the ship 15 years ago when the ship travelled to Sierra Leone. Now he is giving up his time to give back to the ship that treated his burns."

Conditions requiring surgical treatment kill more people in low-income countries than HIV/AIDS, TB and Malaria combined, with five billion people having no access to safe and affordable surgery when they need it. This is where Mercy Ships can help. As well as providing thousands of urgent operations on its floating hospital, Mercy Ships also works closely with the host countries to improve the way healthcare is delivered, offering training and mentoring of local medical staff and renovating hospitals and clinics.

"We work with some of the poorest areas of the world," explained Bryony. "The ship has just arrived in Senegal, and we have recently signed an agreement with Sierra Leone. Mercy Ships partners with each country we visit so that we can tailor our programmes to exactly what each country's need is. Our aim is improve the standards of healthcare to the point where we eventually do ourselves out of a job."

Indeed, the fundamental aspect of Mercy Ships' mission is to address more than the immediate



needs of each country it works with. It wants to strengthen an area's healthcare system and drive long term change, transforming lives not just for their patients but for the nations they serve.

"We do this in a number of ways," explained Bryony. "We reduce the immediate surgical backlog in each country by providing free surgeries on board the ship. We also run training and mentoring programmes for local professionals both on the ship and in local hospitals, as well as renovating local facilities and donating equipment so that there is an improved infrastructure left behind. Finally, we research the long term impacts of the work we carry out, so we can continue to improve and learn from every field service."

Indeed, Mercy Ships' mission to leave a lasting legacy has been manifested in a number of ways. "One great example of the real change our work can bring about is through our partnership with Guinea. The last time we docked there in 2013, there were over 400 children suffering from a cleft lip or palates. We trained a local surgeon in the procedure to address this, who then trained two others. When we returned last year, we found only six children with the same problem."

Since being founded in 1978, Mercy Ships has



worked in over 56 countries, providing services that have been valued at over £1.2 billion, a figure which indicates the overwhelming importance of the services the charity provides. More importantly, it is not only those with medical skills who can help maintain this incredible work. "Only 50% of the roles on board the ship are medical as we need all sorts of skills to operate a world class hospital and training facility," explained Bryony. "We need volunteers with a range of skills from able seamen to captains, engineers to cooks and even hairdressers and photographers. If you think you can volunteer then please visit our website."

T 01438 727800  
info@mercyships.org.uk  
www.mercyships.org.uk

**Sustainability Today is proud to announce that Mercy Ships UK has been selected as our Charity of the Month, for its pioneering dedication to improving healthcare in some of the world's poorest countries, with a vision to eradicate diseases of poverty.**

Established 40 years ago by Don and Deyon Stephens, Mercy Ships opened its UK office in 1997, based in Stevenage. The real work, however, takes place on board the 'Africa Mercy', a hospital ship crewed by 400 volunteers.

"Our volunteer crew come from all over the world," explained Bryony Doughty, Head of Marketing. "They come from over 40 different countries including 20% from African nations.



## Quarrying & Bulk Handling News

# DUO Equipment improves sand processing at Binnegar Quarry

Located on the Puddletown Road, near the town of Wareham, Dorset Binnegar Quarry is managed by Raymond Brown Quarry Products Ltd (RBQPL), a division of the Raymond Brown Group.

Extraction and processing of sand was previously in operation on the north side of the road on a larger site of 100 hectares for a number of years which finished in September 2018. Prior to that RBQPL had applied for a licence to continue extraction on the south side on a smaller site of 20.75 hectares which contained reserves of 2.6 million tonnes. This will in effect be worked over the next 10-15 years with possible extensions at a later date.

### A successful tender

With the project awarded to the English and Welsh dealer for Terex Washing Systems (TWS), industry leading specialist DUO Equipment (part of DUO Group Holdings Ltd) can offer innovative wash plants and water management solutions which are also complemented through its dealership of Spanish manufacturer – Advanced Mineral Processing Systems (AMP).

As material at Binnegar consists of predominantly differing qualities of sand with lignite present, DUO Equipment based its plant design around the Terex®



Aggresand™ 165 Modular Wash Plant, and, as there were quantities of lignite on-site, a single TAK Lignite Hydro Classifier was included to remove the lignite element from the fines fraction. Additionally, to achieve a desired finer end product, an AMP Compact Fines Sand Plant was included in the specification to achieve this.

### Sharp sand processing

Capable of 150tph the plant is currently operating at 120tph; as-dug material is fed into the 12m<sup>3</sup> remote control tipping grid which is then fed up an inclined feed conveyor onto the top deck of the 4.9 x 1.5m

Double-Deck Rinsing Screen. Fixed at an 18° working angle the top deck acts as a relieving screen to keep the pressure off the bottom deck. With none of the gravel fraction being sold, oversize (+20mm) is fed onto a side conveyor to stockpile. The main product, sand, then falls through the bottom deck which is then pumped up to the twin hydro cyclones of the sharp sand plant. Consisting of a high-energy 3.7m x 1.5m dewatering screen and one 200/150 pump for sharp sand, the specification is completed with one 750mm AMP conical bottom hydro cyclone hydro vortex.

A second unit, a 750mm AMP flat bottom hydro cyclone hydro vortex, enables an alternative blending process which eliminates any overloading on the AMP Fines Sand Plant and cuts the sand higher up the grade.

A specially designed rubber-lined underflow box allows a single concrete sand fed via separate conveyors to stockpile. All screen media (polyurethane modules) was supplied by Tema Isenmann.

### Lignite plant

Situated above the lignite removal plant, the hydro cyclones then remove the ultra-fine particles, taking them from the top and feeding a concentration of sand into the TAK. When the sand settles in the TAK, a clean water upstream current is introduced from the bottom, and then by moving the set point up or down you can then control precisely what the grading is at the bottom end of the sand and how much you float off.

### AMP Compact Fines Sand Plant

The plant at Binnegar also incorporates an AMP Compact Fines Sand Plant to provide the desired finer end product. The plant consists of three main modular components – a pump set, twin hydra cone assembly and a dewatering screen.

At Binnegar water is recirculated through 3 lagoons. Everything is sent back up to the plant from the main silt lagoon which weirs over into a polishing pond and subsequently over into the fresh water pond.



### Cutting edge control system

The control system for the Binnegar AggreSand™ wash plant is stored in a centralised cabin on the site, which is one of the options offered by DUO Equipment through TWS on all AggreSand™ installations. Alternatively, the panel can be mounted onto the machine, all of which are pre-wired. This option exemplifies the flexibility of TWS and DUO and the AggreSand™ concept to suit individual customer needs or preferences.

Binnegar now supplies a range of five quarry products including a building sand BS EN 13139, an asphalt sand BS EN 13043, a 0-2mm washed sharp sand BS EN 12620, a washed animal bedding sand and an as-dug sand.

Binnegar Quarry, part of RBQPL, is the latest project where investment in new technology is providing them with the means to provide sustainable and essential materials for construction and the built environment in Dorset and the surrounding areas.

T +44 (0)2476 405100  
info@duopl.com  
www.duopl.com



## Small footprint odour abatement system commissioned for WWTW

Engineering firm and pollution expert CSO Group has received client sign-off from Metropolitana Milanese SpA for its first Terminodour installation at the large San Rocco wastewater treatment plant, one of the three plants serving the city of Milan.

Metropolitana Milanese contacted CSO via its Italian distributors Euribia-Bentocablo SpA regarding a problem with odours in the sludge filter press building.

Although served by an existing extraction and scrubbing system the level of odour within the building had been deemed unpleasant for operators and prioritised for improvement.

The sludge press building has a volume of 3,900m<sup>3</sup> and contains three large sludge presses.

Following a public tender, Bentocablo was awarded the project in 2018. CSO provided a bespoke design of Terminodour system for integration into the existing ventilation system with some modifications to the distribution ductwork arrangements. The system was installed by Bentocablo and then commissioned by CSO.

There followed a period of testing using gas chromatography-mass spectrometry (GCMS) to ensure that the system met the performance criteria set by the client of an 80% reduction in the level of

total odour within the sludge press room. And this it duly did.

Colin Froud, Managing Director of CSO Group, commented, "We are delighted that our first installation of Terminodour in Italy has been executed so successfully, and yet has only increased the client's net power consumption by 160 watts, another low carbon footprint solution provided by Terminodour."

**Contact**  
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sales@csogroup.co.uk  
www.csogroup.co.uk



## Bluewater Bio awarded three consecutive phosphorus removal contracts



Bluewater Bio Limited, a leading provider of treatment solutions to the water industry, is pleased to announce that its high rate multi-media filtration technology, FilterClear, has been selected for three further plants by three different Water Companies in order to achieve compliance with tighter phosphorus consents. BwB will provide in each case a fully automated Tertiary Solids Removal (TSR) plant.

The Company will work with Severn Trent Water's ('Severn Trent') capital delivery framework partner, Costain/Stantec (CiM6), in providing a TSR plant at Ledbury WwTW, Herefordshire. This marks the Company's fifth contract with Severn Trent for phosphorus removal. For United Utilities ('UU') and Dwr Cymru Welsh Water ('Welsh Water') — BwB will deliver TSR plants at Barton WwTW and Dyserth WwTW, respectively. Mott MacDonald Bentley ('MMB') are in both cases the nominated Tier 1 delivery partner.

Ledbury WwTW is a medium sized activated sludge works, consisting of two crude oxidation ditches and operating in enhanced biological P removal (EBPR) mode, serving the market town of Ledbury, Herefordshire. The site currently has a population equivalent of 14,500 which is expected to increase to 20,000 at a 2028 design horizon. The works also receives a significant industrial load. The Company will provide a fully automated 4v2800 tertiary solids removal plant, capable of treating up to 132 L/s of flow, to enable the site to meet the new consent of 0.24 mg/L for phosphorus. The project is the largest UK FilterClear installation to date.

Barton WwTW, located north of Preston, is a trickling filter works with SAF and NTF stages. It serves a population equivalent of 6,600, expected to rise to 8,700 in the near future. BwB will provide a 3v1840 TSR plant capable of treating up to 44 L/s that once completed will enable United Utilities to meet the new TP consent of 0.5 mg/L. Delivery date is scheduled for July this year with estimated completion in October 2019.

The project at Dyserth WwTW, a trickling filter site in north Wales, is one of five P removal schemes awarded by Welsh Water to assess viable technology solutions to address the tightening of phosphorus consents. These advance projects, prior to their larger P removal programme in AMP7, will give DCWW and their Tier 1 partners valuable delivery and operational experience and guide their decision making progress in AMP7. Once completed, the FilterClear plant will treat up to 29 L/s and enable the Client to meet their new phosphorus consent of 0.37 mg/L.

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# TV show lifts manhole on sewer cleaning team

A popular TV show revealing the grimy side of life in Britain showed wastewater engineers working for Lanes Group battling fatbergs in London sewers. The highly-skilled and dedicated sewer 'flushers' were filmed tackling the large fat blockages on behalf of Thames Water for the documentary series Grime and Punishment.

Major challenges they face removing tonnes of cooking oil, fat and grease, congealed with wet wipes and other debris, were revealed on the prime-time Channel 5 programme. The new series of Grime and Punishment began on Thursday June 13th 2019 at 8pm. The Lanes and Thames Water sewer cleaning team was scheduled to be shown in action in episode 2 on 20th June.

Lanes is the wastewater network service maintenance

partner for Thames Water. Its trunk sewer walking team is at the forefront of efforts to keep London's sewers flowing freely. One sewer cleaning project filmed by the documentary makers needed a team of 10 personnel, using high-tech jetting and vacuumation equipment and a lot of elbow grease to clear a sewer that was 50% blocked with fat.

It took two days to clear the blockage along a 12 metre length of Victorian egg-shaped brick sewer in Rotherhithe, South East London, which was 1.2 metres high and 0.8 metres wide. Lanes personnel wore mini



digital camera to show viewers what conditions were like inside the sewer as they shovelled tonnes of gloopy fat into a powerful vacuumation hose.

Thames Water hopes the programme will encourage more people to observe its request to 'Bin it – don't block it' to keep sewers clear of unnecessary waste.

Contact  
T 0800 525 488  
www.lanesfordrains.co.uk

# PiE and AMR



Pharmaceuticals in the Environment (PiE) and Antimicrobial Resistance (AMR) are global challenges that are directly impacting the environment, wildlife and human health.

AMR arises when microorganisms (such as bacteria and viruses) mutate, following repeated or prolonged exposure to antimicrobial drugs (such as antibiotics and antivirals). As a result, a diminishing pool of antimicrobial medicines can treat these 'superbugs' and infections are persisting in the bodies of humans and animals, increasing the risk of spread to others.

PiE and AMR are closely interconnected. Increasing levels of pharmaceuticals are being detected in waterways due to irresponsible disposal, run-off from intensive farming and inadequate wastewater treatment. This pollution of surface and groundwater impacts water quality, available drinking water supplies, aquatic life, and facilitates AMR.

Assessments indicate that by 2050, deaths relating to AMR could reach a shocking 10 million.

The European Commission (EC) are considering measures to monitor and control pharmaceutical residues in the environment but there are no current regulations in enforcement specifically against antimicrobials. With the increasing number of people expected to be affected by AMR each year, a holistic approach from pharmaceutical manufacturers, governments, regulators and the public is required to ensure that the AMR is tackled effectively from all angles.

The 'Strategic Approach to Pharmaceuticals in the Environment' was developed by the EC earlier in 2019 and highlights six key areas in need of improvement including, production and disposal methods, as well as improving wastewater treatment processes to effectively remove pharmaceutical residues prior to discharging water to the environment.

The technology now exists to effectively remove pharmaceutical contaminants from water at 3 key areas: on-site at the source of medicinal manufacture and at the tertiary stage of municipal treatment for wastewater & for drinking water. UK based Arvia Technology Ltd have created an innovative system called the Nyex™-a which provides highly reliable pharmaceutical removal using a combination of adsorption and electrochemical oxidation processes in one system.

Unlike traditional treatment methods, Nyex™-a removal is targeted to the organic contaminants and fully mineralises them from the water. The process also requires no chemical dosing and does not produce any secondary waste (eg. sludge or spent carbon media) – features which all contribute to a reduction in operating costs and maintenance.

Nyex™-a systems have already been deployed to a site owned and operated by Anglian Water on effluent containing a range of over 60 priority substances; as well as various pharmaceutical manufacturing sites across Europe and Asia that are looking to upgrade their existing wastewater treatment processes in preparation for the inevitable implementation of stricter antimicrobial regulations.

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# Plastic: A valuable part of the circular economy

Anthony Brimelow, commercial director at Duo UK – which manufactures plastic mailing bags for major retailers including JD Williams, JD Sports and Tesco – explains the importance of taking a holistic view of the supply chain when it comes to plastic waste

Quite rightly, the use of plastic in the packaging industry has come under scrutiny over the past year, with a growing number of retail brands reviewing their entire supply chains to make them more environmentally friendly. Now, it may seem a conflict of interests for me, a director of a plastic packaging business, to welcome calls for improved eco-friendliness within the retail sector, but that's exactly our sentiment. We believe that packaging is a necessity, but that it doesn't have to put a strain on the Earth's natural resources.



The issue of plastic waste in the retail industry is one that should absolutely be addressed. However, treating it in isolation and eradicating plastic as a knee-jerk reaction without looking at the bigger picture could in fact lead to negative and unintended consequences across the supply chain.

For example, if we were to all move away from lightweight polythene mailing bags and replace them with cardboard boxes, it would significantly increase the number of pallets of stock required for the same number of packages – and therefore lead to more vehicles, more road miles and more CO<sub>2</sub> emissions.

#### Is 'plastic-free' a pipe dream?

Although many retailers have made promises to become 'plastic-free' in the next five or so years, it would be unrealistic to expect the industry to expunge plastic altogether. The fact is that plastic is resource-efficient, flexible, hygienic, durable and lightweight – and other materials available don't match those functional properties. Instead of getting rid of this valuable material from the supply chain, we need to take a holistic view and find ways to make packaging more sustainable, design it in a way that makes it reusable, and improve the infrastructure for it to be easily recycled on a national scale.

#### A sweeter alternative

At Duo, we've been working on just that. Since 2015, we've been manufacturing mailing bags from GreenPE – a plastic derived from sugarcane, which is a renewable resource. GreenPE mailing bags are chemically identical to regular plastic, so they have all the exact same properties and can be recycled the same way, but they avoid the use of finite fossil fuels. What's more, sugarcane absorbs carbon dioxide from the atmosphere as it grows, helping to reduce global warming.

To put it in numbers, around 412 million mailing bags were shipped in the UK in 2018. If all of these were made from GreenPE, as opposed to virgin polythene, 46,276 tonnes of CO<sub>2</sub> would have been saved – which is the equivalent of a plane flying around the world 10,000 times.

One of the growing number of brands that have made the switch to GreenPE mailing bags is Pink Boutique, a fast fashion retailer that recently became the first in its sector to do so. The company sends out thousands of orders on a daily basis so was keen to find a way to use resources sustainably, while retaining all the practical benefits that plastic offers. GreenPE ticked all of their boxes and slotted into their existing operations seamlessly.

#### Clever design

When it comes to the design of our mailing bags, one of the pioneering improvements we've made is the addition of a second glue strip. This means that when a customer wants to return unwanted items, they can use the same bag their order came in to send them back, without the need for additional packaging items. They simply pop the items back in the bag and use the second glue strip to seal.

#### Closing the loop

Naturally, recycling is a primary concern for us at Duo. While there are limitations when it comes to end consumers recycling their plastic mailing bags – something that will hopefully improve as the government takes greater heed of mounting pressures to improve recycling infrastructure – we've made great strides on the industrial side.

With our closed-loop recycling scheme, we're working with retailers to help segregate their waste polythene on-site – for example, when customers make returns – and bring that waste back to our factory. We then recycle this and make it into new packaging, ensuring that as little as possible goes to waste.

All of these measures have been painstakingly made with two clear and unwavering goals in mind: to reduce our dependency on finite resources, and to keep valuable plastic in the economy and out of the environment.

For more information about Duo UK, visit: [www.duo-uk.co.uk](http://www.duo-uk.co.uk) and [www.duogreen.co.uk](http://www.duogreen.co.uk)



## New 43 litre Enviropod

Leafield Environmental has launched a new range of stylish, slim Enviropods that it claims are ideal for use where available floor space is restricted.



With a small footprint and flat back that enables it to be sited against a wall, the new bin has a substantial capacity of 43 litres.

The Enviropod 43L comes with a choice of WRAP colour coded lid options to suit a wide range of waste streams, each with a relevant aperture and high visibility graphics that actually encourage recycling. An optional A4 signage kit is also available for those wishing to reinforce the recycling message.

Designed for internal use, as a stand-alone unit or in a group, the bin is suitable for use with or without a sack liner. For those wishing to use a sack liner, an internal sack retention feature ensures that the sack skirt is hidden from view at all times.

Rotationally moulded from resilient, self-coloured MDPE, Enviropods are highly durable and not to be confused with lightweight injection moulded alternatives that are easily damaged through rough handling and have a far shorter service life.

Contact  
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# Raising the IQ of the world's batteries

**F**ounded in 2006 by Simon Daniel and Chris Wright, Moixa is the UK's leading smart battery company, developing innovative products to facilitate smart energy storage and sharing.

The company has been developing intelligent battery products since its inception, with its first product being the USBCell, a convenient and award-winning USB-rechargeable AA battery. Since then, the company has continued to expand and has almost doubled in size over the last few years, now employing over 50 people with offices in both London and Manchester.

With the firm belief that raising the IQ of batteries will help the world achieve a renewable future, Moixa is a steadfast supporter of the move away from fossil fuels, and is helping to realise this goal by optimising the way we generate, distribute and conserve renewable energy with an acute focus on value for end users.

Having developed both hardware and software, Moixa can provide end-to-end solutions for the renewable energy sector. Over the last 20 years,



many areas of the UK have seen widespread use of solar panels powering homes throughout the day, and Moixa's solar batteries can be used alongside these solar panels to further advance their benefits.

Moixa's Smart Battery stores solar energy generated during the day instead of sending it back to the grid, which can then be discharged to power the home when the sun isn't shining. Along with this, the battery can also be charged at night to take advantage of off-peak tariffs. This combination can lead to a 50% reduction in energy bills. Newest Moixa's 4.8kWh smart battery model can be either retrofitted to existing solar panels or supplied along with solar panels sourced by Moixa.

In addition to this, Moixa offers GridShare, a customisable Cloud-based software platform



which connects storage devices to the grid to elicit smarter energy management. Using AI and machine learning, GridShare optimises power throughout the grid, thereby helping customers to maximise the value of their energy and generating a personalised charging and energy plan for each individual customer.

This smart software is also beneficial for companies. It can be sold separately to third party battery manufacturers, helping them to optimise existing batteries. Furthermore, it can act as an aggregator for utility companies to bring together multiple energy assets, offering an overall view of multiple devices. The software's analytical tools can help group asset owners understand the behaviour of the fleet and its interaction with the grid. Furthermore, GridShare acts

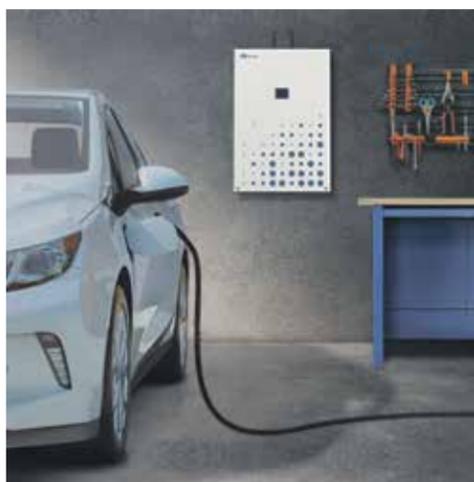


like a virtual power plant (VPP), helping the grid to maintain a stable frequency to avoid blackouts and relieve stress by absorbing excess generation from renewable energy.

As proof of its position at the forefront of innovation, Moixa was recently selected from 13,900 companies as a Global Cleantech 100 Company. Furthermore, this year Moixa has secured partnerships with world leading transport and technology companies, including worldwide car manufacturer Honda, that has partnered with Moixa to support its aims to electrify 100% of its European automobile sales by 2025. This partnership supports Honda's plans to develop an energy management solutions business for the continent that creates additional value for EV customers and power system operators.

To find out more information on Moixa's groundbreaking technology and exciting projects, head to their website or use the contact details below.

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## From waste heat to hot water

Industrial refrigeration systems with air-cooled condensers waste energy by emitting energy to the ambient air, according to SWEP, a supplier of compact brazed plate heat exchangers. By installing a desuperheater, much of this waste energy can be converted to hot water, with a wide range of applications, believes the company.

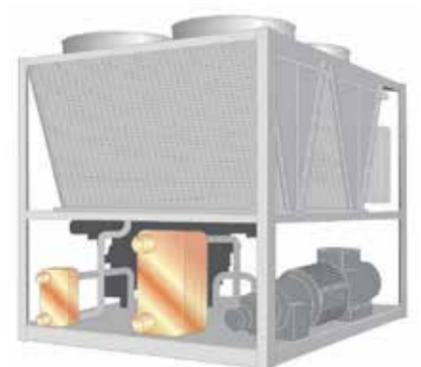
Brazed plate heat exchangers (BPHEs) are an integral tool that allow extra heat to be extracted from the refrigeration system. A BPHE, called a desuperheater, is inserted between the compressor and the condenser. This enables the BPHE to extract the heat from the gases or liquids before it goes into the condenser to be condensate (the liquid

collected by condensation).

Installing a BPHE helps to increase efficiency levels to achieve the demanding recent EU Ecodesign Directives that cover high temperature process chillers. Evaporators can operate at a range of temperature levels to meet the required demands for a variety of refrigerants.

BPHEs offer copper brazing as standard but also stainless steel & nickel as alternative brazing materials to meet the demands for various corrosive fluids.

**T 01235 838612**  
**David.gill@swep.net**



## Enertechnos hailed as clean-tech industry leader

UK cable innovator Enertechnos was recognised as a leader in clean technology and sustainable solution deployment at the Rushlight Awards. Enertechnos was awarded the prestigious Energy Environmental Award for their Capacitive Transfer System – the CTS – which promises to revolutionise the way we transport power.

CTS is a ground-breaking technology which reduces unnecessary carbon emissions from waste and losses in the energy system and maximises the output of renewable sources such as wind and solar.

Losses in the energy system total 1.5% of the UK's total carbon emissions and make up

enough energy to power an astonishing seven million homes.

By balancing reactance and capacitance, the CTS has been proven to have lower voltage drop, delivering more power from source to endpoint, thereby reducing emissions.

The CTS also tackles the problem of intermittency in renewables. The resistance in current cables means when wind and solar levels are low, there is not enough power produced to travel along the cables. Lower resistance and impedance in the CTS overcome this challenge and has the potential to increase the output of an offshore windfarm by more than 50%.



Dominic Quennell, Managing Director of Enertechnos, said, "This award is a testament to the dedication and hard work of our engineers who continue to push the boundaries by tackling waste and losses in energy – problems which were once seen as an inevitable part of transporting energy."

**Contact**  
**T 020 3865 6381**  
**www.enertechnos.com**

## Asset Management Company of the Month

# Putting you in control of asset management

**S**ustainability Today is proud to announce that AMX Solutions has been selected as our Asset Management Company of the Month.

Established in 2004 by Saeid Naelini and Will Thomas, AMX Solutions is an independent UK-based software development company, specialising in enterprise asset management software solutions for local authorities and private consultants across the UK, as well as international clients in the Middle East, USA, Canada, Europe and Malaysia.

The company's key product, Asset Management Expert (AMX), is inventory, inspection, maintenance and reporting software for infrastructure assets. The software was developed from the company's original offering, the renowned Bridge Management Expert (BMX) designed for the management of bridges and other related assets. After a growing number of customer requests for alterations and modifications, the company rebuilt its software and developed AMX, enabling customers to tailor the system to their own specific needs by making it fully customisable by the user.

The software can be adapted to work with any asset, and is now being used to manage bridges, highways, street lighting, flood risk and various other infrastructure assets. "The software does three main things," explained Laura Barnett. "It



ASSET MANAGEMENT EXPERT

captures inventory, which is a legal requirement; schedules any inspections that need to take place; and can program and schedule maintenance as needed. As assets are repaired, the software can record all the details of the work and its effects on the asset.

"An important benefit is that the software supports people to do what they want to do, how they want to do it. It opens up the ability for a customer to define and use their individual processes rather than defining it for them."

A growing area of expertise for AMX Solutions is in flood risk, where AMX can help to put the customer in full control of their flood risk asset management.

AMX ensures its customers have maximum knowledge about their flood risk assets, and can identify flood prevention strategies for their own region, along with the ability to provide essential data to national agencies as part of a collaborative approach to reduce the impact of flooding on wider communities. Indeed, AMX works with over half of the Welsh authorities for flood risk management, with one of the company's earliest customers being Natural Resources Wales.

After Schedule 3 of the Flood Water Management Act regarding sustainable drainage was made mandatory in Wales, local authorities' area of responsibility and workload increased significantly to ensure applications were correctly processed. Due to customer demand, AMX Solutions created a module for their software to



enable the management of applications by SuDS Approving Bodies. The applications are monitored throughout the entire process, from design, through build, all the way to the point where the local authority takes responsibility and adopts the assets, which then seamlessly moves into the existing asset inventory. What's more, AMX provided this modification free of charge.

"We always put the customer first; our growth and innovation comes from customer requests and needs, and so our software is always developing to address the latest challenges within infrastructure asset management.

"The company has evolved significantly over the last four years, and our AMX software is now web-based as well as a desktop app. We also provide a mobile app, to allow access to records and data



capture onsite which will then sync to the main database providing up-to-date, near-time data. We've grown rapidly in the last three years, with more people joining the team later this year. This is very positive for us, and just proves the validity and quality of the solutions we provide."

AMX Solutions will be attending The Flood Expo in September this year at the NEC, Birmingham, where they will be presenting a talk on 'Exploiting Asset Management for Sustainable Drainage' and promoting their new Flood Risk module. For more information, head to the website or get in touch using the contact details below.

**Contact**  
T 0333 456 0768  
info@amxsolutions.co.uk  
www.assetmanagementexpert.com



## Sustainable Environmental Specialist Company of the Month

# Environmentally enhancing, efficient equipment



**H**ere at Sustainability Today, we have selected industry leading company Glasdon UK Limited as our Sustainable Environmental Specialist Company of the Month.

With an extensive knowledge range from the company's impressive 60 years in business, Glasdon Group Limited has expanded significantly since the company's inception. Established by Donald J Sidebottom MBE, FCIHT, the company was originally started as a one man business and now contains five companies: Glasdon UK Limited, Glasdon International Limited, Glasdon Europe Sarl, Glasdon Europe AB



and Glasdon, Inc.

Glasdon UK Limited provides an extensive range of award-winning litter and recycling bins, shelters, road safety products, seating products, water safety products, snow-clearing equipment and a diverse range of building systems. Glasdon UK Limited serves over 50,000 customers throughout the UK from their head office in Blackpool.

Working with customers such as government departments, public utilities, retailers and leisure companies, Glasdon UK Limited provides a whole host of environmentally efficient products. Since 1959, the company's mission has been to design, manufacture and supply innovative market leading products that enable its customers to contribute towards a cleaner, safer and more sustainable environment.

As a market leader in the design and manufacture of its award-winning street furniture products, Glasdon UK Limited also provides a dedicated customer care service. Providing an experienced team of sales representatives and technical staff, Glasdon UK Limited maintains a committed customer service



offering product demonstrations, inquiries and after sales services.

A notable recent development for the company is the Nexus Evolution. Set to revolutionise the waste management sector, the Nexus Evolution is an innovative, robust multi-stream recycling unit. Available in a variety of stylish colours, sizes and configurations, the Nexus Evolution includes 50 apertures such as cup recycling and confidential waste disposal. The Nexus Evolution also allows for graphics to be applied to the design of the unit, enabling customers to create a personalised touch to the product.

A narrow footprint makes Nexus Evolution the perfect fit for an abundance of environments such as shopping centres, educational campuses and offices where floor space is at a premium. Its



contemporary, symmetrical design also allows it to be approached from both sides in more open spaces. Flexibility in design is available, with an extensive list of options from wheels and lock kits to sign kits and aperture connector kits.

The company is extremely passionate about creating a sustainable future for the environment and is committed to consistently investing in the improvement of its products and providing excellent environmental performance.

In terms of future plans, the company will continue to integrate sustainable and ethical practices into its day-to-day activities, with the aim to be an economically, environmentally and socially responsible member of its local and global community. By continuing its mission in using recycled and recyclable material wherever possible in the design of the products, Glasdon UK Limited plans to further its environmental performance and is devoted to continually researching new sustainable technologies and manufacturing processes.

For any more information please see the details below.

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## Quick solution to stove pollution



Firemizer's answer to the burning question, will wood burning stoves be banned in the UK? Is the simplistic fuel saving mesh of special stainless-steel alloys that are patented and welded together the solution? The product when simply placed on the bed of your fire can reduce particulate emissions by up to a huge 72%.

Developed and manufactured in the UK by Microtex Products Limited, Firemizer could be the answer to increasing air pollution levels. As the manufacture of Firemizer produces 100 grams of CO<sub>2</sub> – the equivalent of 25 sugar cubes – but over the Firemizer's lifetime it will stop close to 30 tons of CO<sub>2</sub> from being released into the atmosphere.

Once in place, Firemizer reduces the burn rate and spreads the heat evenly across your fire to ensure all the fuel is burnt thoroughly, enabling you to enjoy your perfect fire for longer and cut costs on wood and coal consumption. The next step for the brand is to partner with stove manufacturers to tackle air quality.

Firemizer's mission is to bring more attention and awareness to air pollution while keeping the environment at the forefront of developing new ideas.

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# The renewable energy solutions experts

**W**ithin this issue of Sustainability Today, we have selected Waxman Energy, a dedicated solar & EV distribution company, as our Sustainable Energy Company of the Year.

Waxman Energy is part of the Waxman Group, a family run business that was first established over 60 years ago. Waxman Energy has gained unprecedented success since the company's inception and has become one of the UK's largest distributors of solar PV modules, battery storage and mounting solutions. Maintaining an expansive range of products Waxman Energy provides solutions for all residential and commercial solar installations.



Due to the challenges that are facing the UK solar market, many competitors and companies have had to close. Determined to ride out the storm, Waxman Energy has embraced the uncertainty and dominates the solar market through their relentless ambition and devotion to increasing their product portfolio and exploration of other market options including the EV market and product training.

Speaking of the factors that have enabled Waxman Energy to continue its growth during the harder times that the industry is facing, Sarah Wallace, the newly appointed Sales Director for Waxman Energy, noted, "Within the company and team, we are very proactive. Although there have admittedly been many challenges within the industry, we feel we have a strong working business model and that we ultimately know our main goal and focus."



The team at Waxman Energy is truly the driving force behind the business, offering a plethora of services and the company has become highly regarded as a one-stop-shop for PV solar installations. Stocking an all-encompassing range of equipment and products to assist contractors in the installation of PV energy systems, Waxman



Energy supplies: solar PV modules, grid-tied inverters, PV power storage, mounting systems, PV accessories and EV chargers.

From their head office in Elland, West Yorkshire, Waxman Energy looks after their customers from the initial design process to delivery. Using their shared expertise and technical knowledge the team at Waxman Energy provides the best consultancy and advice for their clients' solar project. With customer satisfaction being of the utmost importance to Waxman Energy, the company maintains a selection of specialist services including designs, technical help, quotation consultancy and an honest helpful support team. Waxman Energy goes the extra step forward in terms of its services and has invested in a purpose-built training centre, specifically designed to teach installers how to correctly install a range of products from battery storage to mounting solutions and EV chargers. "Our main focus," Sarah stated, "is to work with as many installers as possible. We offer a range of services including training sessions to make sure that installers have a long term plan."



Waxman Energy takes pride in the products that they distribute and is determined to provide the highest quality products available from a selection of the world's leading brands. Through the company's dedication to quality, it strives to create relationships with manufacturers and customers that are long-lasting, trusting and efficient, to showcase the quality and excellence that Waxman Energy encompasses.

In terms of latest developments for Waxman Energy, the company has created many valued partnerships in recent years with their most notable this year being their collaboration with Myenergi, which has enabled Waxman Energy to introduce the Zappi EV car charger into their product range. Zappi is an eco-smart EV charge point that features specialist eco charging modes adaptable for homeowners with grid-tied microgeneration systems. Working alongside the 'zappi' are the myenergi 'eddi' and 'harvi' products allowing homeowners to easily divert surplus energy around the home



L-R: Jonatan Ramos – Technical Support, Adam Lilley – Senior Graphic Designer, Ashley Kendall – Customer Support, Jemma Walsh – Marketing Manager, Cath Bracegirdle – Customer Support, Richard Waxman – Chairman, Sam Waxman – Managing Director, Joe Pape – Deputy Chairman, Liz Thomas – Office Manager, Sarah Wallace – Sales Director & Andy Hopkins – Operations, accept the Company of the Year Award from our journalist

and monitor through an in-house hub and mobile app.

Another notable partnership for Waxman is with leading manufacturing company VARTA Storage. A manufacturer of energy storage devices for both households and larger scale storage requirements, Waxman has introduced the battery storage system by Varta Storage into its product range and now distributes both the Varta Pulse 3 and Pulse 6.

Upon receiving the award for 'Company of the Year', Sarah commented, "We are really excited and proud to receive the award. It feels amazing to have achieved something like this and it is a testament to all the hard work and dedication spent helping to maintain Waxman Energy's market presence."

Praising her dedicated team, Sarah believes the achievements and success gained over the past year have all been down to the hard work and determination put in by the growing Waxman Energy team. "I'd like to thank everyone for all of their work," Sarah added, "and for us to continue the hard work into the future to gain even further success."

After an extremely challenging yet positive year for Waxman Energy, it is clear to see the company's devotion to the solar energy industry and their commitment to providing the most innovative solutions and products for energy efficiency.



For more information on Waxman Energy, you can visit their website or talk directly to their team over the phone or social media.

**Contact**  
T 01422 371811  
www.waxmanenergy.co.uk  
@waxmanenergy



## Castle Gates & Automation

Founded in 2008 by Nick Lipman, the company was set up in order to provide exceptional and efficient security solutions of metal and wooden gates and railings, installation of gate automation systems and entry control systems, barrier and bollard installation, CCTV and garage door mechanisms.

It supplies top quality gate motors and intercom systems and can supply everything

needed for security, from hard-wired or GSM intercoms to electronic gate openers that are straightforwardly activated via a key fob. It specialises predominately in providing customers with standard and bespoke security solutions, from audio, video or keyboard entry-control and gate automations to its range of CCTV cameras.

When it comes to installation, the company works thoroughly, taking care to ensure that

the finished product is of a high technical and visual quality. It is happy to help customers with any support they may need throughout the operating life of their equipment.

It is used to dealing with architects and building firms to provide advice and entry solutions as part of a project team.

For reliable security, whether domestic or commercial, give Castle Gates & Automation



a call, or if you would like to view more about its products and services, then visit the website.

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Fuelwood has built an enviable reputation as a specialist in supplying forestry and firewood machinery.

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Finance packages are available on all its



new and second-hand equipment, helping to spread the cost and enable any investment made in machinery to pay for itself.

Operating from its own woodland site, Fuelwood is the dealer for a range of machinery brands, as well as making its own range of firewood machinery. Its location in the Midlands makes it an ideal venue to book a demonstration and go along and see the machinery in action, or to visit one of its Open Days, held twice a year.

Contact Fuelwood who will be happy to advise the best equipment to generate a new revenue stream from the waste side of your business.

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## TÜV Rheinland: Precisely right

TÜV Rheinland Group, of which TÜV Rheinland UK Limited is the wholly owned subsidiary, is the leading international body for the certification of safety & quality for products, services and management systems. For over 140 years, TÜV Rheinland Group has been dedicated to supporting innovative technology, promoting the further development of products, services and systems.

TÜV Rheinland Group is a global presence, with multiple locations spread out across Europe, North America, the Asia Pacific and more, boasting over sixty locations around the world. The company tests technical systems, products and services,



supports projects, and tests processes for companies and organisations. What's more, TÜV Rheinland Group uses its unrivalled expertise to train people in an extensive range of careers.

Some of its services include its world renowned & reliable tests for commodities and consumer goods, household goods, laboratory equipment, lighting products, wheelchair and mobility scooters, and many

more. Furthermore, TÜV Rheinland Group checks and certifies manufacturer's claims, determining which technological products comply with the EMC directive 2014/30/EU, as well as applying certification marks for various products, for example ENEC & ENEC+ for lighting.

As an independent, privately operated inspection and testing body, customers can be assured that TÜV Rheinland's sole interest is in making technical equipment and products safer.

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## Health, Safety & Security News

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## 5 common security mistakes

**#1 Not identifying your security needs**  
By far the biggest mistake businesses make is not clearly defining what the risks are for all of the stakeholders that have touch points with your business that you need to guard against. To avoid this risk, tap in to the expertise on offer from an SIA accredited security service provider to mitigate against this.

**#2 Not securing or controlling access points**  
Many businesses have more than one entrance or exit. Each of these poses a security risk. To limit the security risk, ensure that all access points are secured, controlled and fitted with the best security systems.

**#3 Not securing important areas**  
Neglecting to protect business data and other

confidential information often held in important areas of the business is another common mistake. To avoid this, consider securing sensitive areas by installing biometrics access systems together with security video systems to be a deterrent of theft.

**#4 Not enforcing ID requirements**  
Failing to enforce ID requirements is another business security mistake. So, to avoid this business security mistake, you have to enforce ID and badge requirements. Both these two items are effective when it comes to controlling access points.

**#5 Not protecting personal information and company property**  
Since the introduction of GDPR, the number of data breaches has significantly increased. One cause of this is that in some places a



'clear desk' policy is still not being followed. Another way to avoid the loss of property is to implement random personal searches.

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## Providing solutions for valuables in transit

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The above is a very good and appropriate question that I would like to put to you. Having done extensive research, I have found that cash is still widely used, especially in the delivery and collection of goods, etc.

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line anti-snatch protection to your cash and valuables together with reducing the risk of personal attack to your drivers. The travel safes are available in many different sizes and

are very easily fitted into almost any type of vehicle.

Each safe clearly has printed on it 'KEY AT DEPOT ONLY' thus deterring opportunist attackers, as the driver does not hold the key. The locks and keys fitted to all Checkmate Safes can only be supplied through Checkmate Devices Ltd. A record of locks and serial numbers is kept so those clients can obtain replacement locks and keys on request. The majority of the models fit directly into a base plate, which is permanently fixed to the vehicle floor.

For further details, please telephone Debbie on 01308 423871 or visit our new website at: www.checkmatesafes.co.uk

## The industry leader for transport

The Commercial Vehicle Show, held at Birmingham's NEC from 30 April-2 May 2019, is the largest and most comprehensive road freight transport, distribution and logistics event staged in Britain, catering for every operator's requirements and purposely designed to give visitors a truly rewarding and informative day spent out of the office.

All under one massive roof at the NEC in Birmingham, the UK's best-connected venue by road, rail or air, there were hundreds of exhibitors spanning the whole road transport, distribution and logistics supply business. From truck, van and trailer manufacturers through to fork lift trucks, insurers, tyre, telematics and training providers, fuels and lubricants suppliers and a whole lot more, The CV Show provided something for every operator looking to boost productivity and profit.

To ensure vehicles are kept running at maximum efficiency, the Workshop zone showcased everything from OE components and replacement parts to maintenance management systems, garage, workshop and bodyshop equipment.

For those moving goods to be kept at a constantly controlled temperature the Cool zone was a must visit. Here there was a huge range of refrigerated vehicles and bodywork, side by side with the latest fridge units, monitoring equipment and other products specific to



cold chain operations.

The Commercial Vehicle Show returns to Birmingham's NEC next year from 28-30 April 2020. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: Carlier Plastiques, Checkpoint Safety, The Hireco Group, Keytracker Ltd, Pioneer, Tough Tech, TRAILAR & Wheel Sentry. Further details can be found on this page and the next.

Contact  
<https://cvshow.com>

## The leader in manufacturing composite panels

Carlier Plastiques was founded in 1957 by Charles Carlier. From the beginning, the company has focused its attention on the development and mastering of plastic transformation methods, mainly polyester reinforced with glass-fibre. The production site is situated in Calonne-Ricouart, France.

The company's policy is to focus on the sandwich panels business. Over the years our panel range has evolved and expanded, now offering the following products: Panolit (Plywood Core), Perlit (Polyethylene Terephthalate Foam Core), Nidalit (Polypropylene Honeycomb Core), Lamilit (Polyester Resin), Isolit (Polyurethane Foam Core) & Floorlit (Plywood, PER Foam, Honeycomb Core).

Our panels are generally used for the construction of Commercial Vehicles but can also be used in other applications: signs, walls/floors for swimming pools, concrete partitioning, etc.

Carlier Plastiques continues to offer composite material solutions and products providing excellent quality-to-price ratio, and is constantly looking for new materials, new cores, new manufacturing processes, and new skills in the composites sector to increase the features of its products in terms of strength, weight-reduction and insulations.

Carlier was awarded ISO 9001 certification in 2005,



currently working to ISO 9001 – edition 2015, while working to the tolerances of the standard NFT 57-950-1 for sandwich panels.

Carlier Plastiques regularly attends trade shows in the UK and Germany and will exhibit at the 2019 Solutrans trade show in Lyon, France.

Contact: Steve Calvert  
M 07816 964761  
[www.carlier-plastiques.com](http://www.carlier-plastiques.com)

## Making a difference at exhibitions all over the world

Did you get a chance to meet the Global Leader in Wheel Safety at the CV Show this May?

If you did, you may have seen our new Arcade Claw Machine too... We welcomed all manner of people, eager to test their luck at £1 for 3 plays, trying to win chocolates and gift vouchers up to £50!

Thanks to exhibition-favourite Claw Machine and office charity events, we have managed to raise £300 for Brain Tumour Research. Well, we say 'we', but it's also thanks to you! A huge thank you to our hard-working Checkpoint team and to all the visitors that have helped us raise money and awareness for this charity.

It doesn't stop there though; we want to keep helping those who need it, all while having fun along the way. Which is exactly why we are bringing the Claw Machine back! You can catch the Checkpoint team at several exhibitions all over the world, including Transport Complete, NUFAM, SOLUTRANS and more...



Can't wait until the next exhibition? Visit our website at: [www.checkpoint-safety.com](http://www.checkpoint-safety.com) and put safety into motion today.

## A breakthrough in 5-stud wheel safety

# WHEEL SENTRY®

Family-run business Wheel Sentry reports a successful CV Show with the launch of the new Double Pointer wheel nut indicator and retainer.

The Double Pointer is an indicator and retainer that uses a strong Viton band to help keep wheel nuts secure. What's unique about it? A single stud has two points – so it is incredibly easy to align, even on 5-stud wheels.

The East of England Ambulance Service NHS Trust was the first to pioneer this new product on its ambulances – and with great success so

far. The Double Pointer is also available for small plant.

Other options in the range include the Wheel Sentry Link, which can be installed across two studs for ease – great for wheels with an even number of studs. Available in 17-41mm, the Wheel Sentry range is versatile. A simple push-to-fit system means that no tools are required and the product comes in bright green to make it extra visible for your drivers.

To start your trial, contact Ross Bradshaw on 07880 400969, or email: [ross@wheelsentry.com](mailto:ross@wheelsentry.com)



Experts in the commercial leasing and finance marketplace, The Hireco Group provides clients with expertly sourced assets, provides cost-effective financing, full maintenance management, efficient disposal and secure parking facilities, all held together by outstanding customer service.

Starting in the 1970s, Hireco currently operates over 6,000 assets around the UK and Ireland, 70% of which are supplied to the country's top 100 transport companies, often on bespoke contracts of three to five years. One of the company's trademarks is the age of its fleet, which is one of, if not the youngest, in the business.

Hireco can now easily call itself the country's biggest trailer buyer and has a phenomenally loyal customer base ranging from smaller owner operator businesses to multinational 3PLs.

The 2019 CV Show allowed Hireco to launch the new truck division – Hireco Truck Leasing Ltd. Giving the success of its existing trailer business, it's a natural progression. There was an opportunity to develop the truck product, and the timing was right. Hireco will just replicate the formula that works for trailers and repeat this with the trucks.

It showcased a spectacular chrome wrapped MAN TGX Truck, which along with Mercedes-Benz and Iveco, was one of the first manufacturers on offer from the business. However, with no limit to what Hireco can finance, it listens to its customers' needs to provide an attractive solution to suit your business efficiently.

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**ATE** WE'RE RIGHT BEHIND YOU

## Find the right franchise for you

The International Franchise Show 2019 is the UK's leading exhibition for the most exciting franchise opportunities from around the world. The Franchise Show is the perfect event for anyone looking to start-up a franchise, is already a franchisor/franchisee, is interested in becoming a franchisee, or anyone who wants to gain knowledge, advice or help from suppliers, seminar talks, or advice zones.

Across two action-packed days at ExCeL London, from 5-6 April 2019, thousands of entrepreneurs and business owners had the chance to see over 160 exhibitors, attend 80 seminars from some of the industry's best-known experts, gain personal 1-2-1 advice, experience interactive features and network with key decision makers.

So whether visitors were a franchise first-timer or a hardened business owner looking to become part of a globally-recognised or up-and-coming brand, the Franchise Show was dedicated to answering all their franchising questions and providing visitors with a whole host of incredible opportunities.



The Franchise Show at ExCeL London has seen significant growth over the years making it the biggest franchise exhibition in the UK, both in terms of exhibitor and visitor numbers.

The International Franchise Show returns to London's ExCeL next year from 3-4 April 2020. This is our second pick of the best exhibitors from this year's show, listed here in alphabetical order: Be Found Be Chosen. Further details on the right.

[www.thefranchiseshow.co.uk](http://www.thefranchiseshow.co.uk)

## Find more franchisee buyers with Google

Be Found Be Chosen are a Google Partner Agency who specialise in Google Ads for Franchises. We are a well-known and trusted Google Partner who have built specialist departments to support individual franchise groups with dedicated Google support which includes Ad Management and build across the Google Network, Online reputation support & Competitor analysis.

The franchise industry is seeing a mass evolution in the online digital market, with major franchise groups making

the transition from traditional print media to online digital procurement.

The team at Be Found Be Chosen are actively taking the lead in this sector to enable a swift and profitable shift into digital lead generation.

For franchisors, we create digital campaigns aimed at targeting and finding new franchisees who are ready to invest into the franchising opportunity. Our pin point digital precision can find users who show intent online and offline in investing in franchising



opportunity. Targeting includes voice search offline for those "We were just talking about that" moments.

We also support monthly and annual meetings and provide digital training. Management fees are £150 a month on average, so it's effective and affordable.

**For more information, contact Jennifer on 0191 267 7675 or visit: [www.befoundbechosen.co.uk](http://www.befoundbechosen.co.uk)**

## Commercial Vehicle Show Review Top 20

# TRAILAR

TRAILAR is a new and innovative company seeking to improve and challenge the status quo with new efficient solutions. Its mission is to create innovative transport solutions using solar to reduce the environmental impact of commercial vehicles across the globe.

TRAILAR offers transport businesses the opportunity to reduce their emissions in 3 simple stages:

1. Apply the lightweight solar mats to the vehicle's roof and connect to vehicle battery or additional onboard batteries.
2. Install TRAILAR 'Smart Controller System', containing an array of technologies including a charge controller, specifically designed for transport applications. This controller creates an interface with the vehicle's

alternator which is how the reduction in its use is achieved.

3. Once fully installed, the system will manage & recharge the vehicle's battery thereby reducing fuel consumption and reducing the environmental impact of each vehicle's journey.

TRAILAR solutions are already reaching high volumes of exposure & demand in Europe, South & East Asia, Africa and Oceania, with no sign of slowing down. TRAILAR is committed to driving our industry towards a more sustainable future.

**For more information and updates, please go to TRAILAR on Facebook and LinkedIn, @solartrailar on Twitter, @instatrailar on Instagram, or visit the website at: [www.trailar.co.uk](http://www.trailar.co.uk)**

## New products from Keytracker

Keytracker Ltd, the leading global key and asset management provider, couldn't pass up a great opportunity to showcase its new products to the world of commercial transport. The CV Show focuses particularly on innovation which makes it a great place for Keytracker's products to be seen.

One of the unspoken problems for businesses that manage large numbers of vehicles is keeping track of all the keys and smart devices! The secure management of all keys & handheld devices is of increasing importance to the road transport sector with the number of vehicles, trailers, iPads, laptops, scanners and other smart devices on the rise.

Keytracker's Mechanical Systems are power free and a very simple, effective way to organise and manage your keys. The 'peg in-peg out' board offers instant

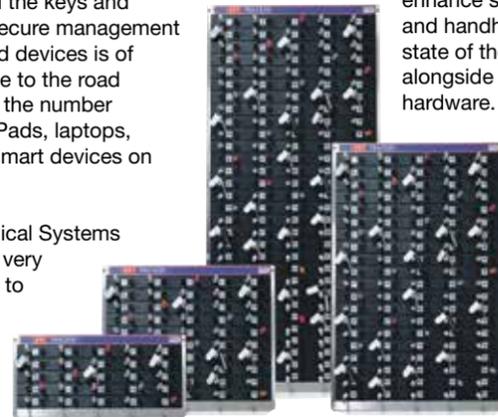


identification of who has the keys, ensuring you will never waste time searching for keys again and at very low cost.

Keytracker's Electronic Key and Asset Systems enhance security for quantities of keys and handheld devices, combining state of the art, Cloud-based software alongside corresponding easy to use hardware. Additional security options

include fingerprint and swipe card access with inclusive breathalysers, ensuring complete, secure key management and reduced management culpability.

**Contact  
T 0121 559 9000  
Sales@Keytracker.co.uk  
[www.Keytracker.com](http://www.Keytracker.com)**



**DELAYS AND MISTAKES ON THE ROAD COST MONEY, SO WHY TAKE THE RISK?!**

A commercial navigation system from Pioneer works with the driver to reduce delays, reduce risks and helps keep things moving. Enter the vehicle dimensions and cargo type for accurate hassle free routing.

AVIC-Z820DAB-C      AVIC-Z720DAB-C

- High-End European Navigation
- FM/DAB+ Radio
- Large Vehicle Routing
- Smartphone Compatible
- Traffic Alerts and Rerouting
- Apple CarPlay
- Automatic Itinerary planning
- Android Auto \*(AVIC-Z820DAB-C)
- Bluetooth Handsfree & Audio
- Dual USB (Music/Video)

## In car audio technology from Pioneer

Pioneer prides itself in offering consumers the latest in car audio technology with a broad range offering systems for all purposes. From entry level radios to feature packed navigation systems, dash cameras, and an array of speakers and subwoofers for those audiophiles among us, there is something in the range for everyone.

Features such as crystal clear DAB+, Bluetooth Audio, media playback via USB, CD/DVD, WiFi and the latest smartphone functionality including Apple CarPlay and Android Auto (7" Models only) help to keep users entertained, while reverse camera inputs and quality



hands-free calling with voice recognition, reduces distraction and aids driver safety.

When it comes to navigation, reliability is a huge factor when a business relies

on it. That is why Pioneer has developed a selection of 'Commercial' navigation systems to help save time and money on the road. After entering the vehicle's parameters including length, width, height, weight, axles, and load type, the intelligent routing will find a suitable route avoiding road access restrictions. With seamless mapping for 46 European countries, over 10 million POIs, itinerary planning, traffic avoidance and restriction rerouting technology, on top of the vast audio capability, it makes these systems the perfect driving companion.

[mike.haseler@pioneer.co.uk](mailto:mike.haseler@pioneer.co.uk)

## Tough Tech launches Atlas

Tough Tech chose the CV Show to launch Atlas, the connected Tyre Pressure Monitoring Solution (TPMS) for the on/off road user. Atlas, our real-time TPMS, delivers alarms and alerts to fleet operators and drivers when tyre pressures are under, or over-inflated, when temperatures are too high, and when cross-axle differences are detected.

Atlas technology is used around the globe with customers on five continents. Atlas users gain real insight to enable them to optimise fuel efficiency, tyre wear and prevent road-side tyre related incidents and delayed deliveries. Our hardware connects to any vehicle, and our 'Drop & Hook' solution means tractors and trailers are connected seamlessly. We even provide standalone TPMS for trailers which includes independent trailer tracking and real-time axle weight detection too.

Tyre pressures change daily – one tyre running at 10% under



inflated will increase fuel consumption by 1% and cause unnecessary and costly tyre wear on ALL tyres by up to 15%. Relying on six-weekly inspections means operators lose sight for long periods when savings could be achieved. Operators cannot control the cost of fuel and tyres but they can now influence their usage by utilising real-time data insight from Atlas.

**Contact: Ali Martinez  
M 07565 963362  
[www.toughtechltd.co.uk](http://www.toughtechltd.co.uk)**

# Expand, evolve & innovate your social care business

The Dementia, Care & Nursing Home Expo, held at Birmingham's NEC from 26-27 March 2019, is the UK's most dynamic event for social care professionals and dedicated to inspiring the industry growth and a sustainable social care model. Boasting a position as one of the leading events within the social care sector, the event welcomed 5,800 decision makers from across the industry and gave them a platform to experience the best in technology, products, services and CPD

accredited education.

Combining the show focus of sustainable business with a focus on home care this year, the event was a chance for the care sector to come face to face with real innovation in technology, services, and practises that will improve the delivery of care for all service users.

The Dementia, Care & Nursing Home Expo

proved the care sector to be one that is constantly growing with innovation, as the sold out floorplan displayed the very best in products and services for visitors to discover. It wasn't just the biggest brands who had the most interest, as interactive features on exhibitor stands were common throughout the event.

The Dementia, Care & Nursing Home Expo returns to Birmingham's NEC next year from

17-18 March 2020 in an expanded format as part of MediWeek, the UK's largest healthcare event. This is our second pick of the best exhibitors from this year's show, listed here in alphabetical order: CLH Healthcare, DB Fire Safety, Hempsons, MohuDesigns, Motitech, Nant & NAPA. Further details can be found on this page.

**Contact**  
[www.carehomeexpo.co.uk/birmingham](http://www.carehomeexpo.co.uk/birmingham)



## The Fire Safety Order

The Fire Safety Order 2005 requires that all businesses, including all residential care premises, have a 'suitable and sufficient' fire risk assessment that is reviewed at least annually. There must also be a detailed and comprehensive set of emergency procedures detailing the appropriate actions to be taken in the event of any fire incident.

All staff, including agency personnel, must receive instruction in the emergency procedures and although it might be determined to appoint designated Fire Wardens, my considered opinion is that all staff in a care home should be trained to the same level.

DB Fire Safety has vast experience in dealing with all kinds of residential care premises; including those that specialise in facilities for residents with neurological and mental health conditions. Our training courses will, generally, be carried out on site; however we also have a comprehensive portfolio of e-learning courses. These are modular and can be accessed remotely as time allows.

From our offices in Peterborough, we cater for clients throughout England and Wales and offer a FREE 24 hour consultancy service.

**For more information regarding fire risk assessments or staff training,**



David Black

call 0800 772 0559 or email: [enquiries@dbfiresafety.co.uk](mailto:enquiries@dbfiresafety.co.uk)

## With MohuDesigns you can build your very own comfort zone

MohuDesigns has created a range of adaptable sensory blankets called MohuComfort to support the sensory needs of people with sensory processing difficulties, including those on the dementia journey. The ability to process sensory information can be reduced with age. This is more severe among people with conditions that attack the part of the brain where the information is processed and lead them to feel high levels of anxiety and may cause dramatic responses to seemingly minor triggers.

Meeting the unique sensory needs of each individual can be a challenge; the MohuComfort & MohuCover can be adapted



by adding a weighted blanket, attaching texture and activity patches, called MohuPatches, to the sensory blankets. Hard and soft textures, fidgets, pull straps, picture frames and pockets all can be used to personalise each MohuComfort in an individual way.

MohuComfort is designed to calm, encourage communication and self-soothing. A beautifully crafted sensory blanket that is so much more than a comforter. Available in a range of designs suited to a wide range of individual tastes.

Visit: [www.mohudesigns.com](http://www.mohudesigns.com) to see our complete range. Find us on Twitter, Instagram and Facebook.

## Nant Ltd launches new remote water temperature monitoring unit

Introducing the next generation in water temperature monitoring system in line with HSE regulations and code of practice – the L8 Remote. An Internet of things (IOT) device that can monitor your water temperature in real time to give you accurate temperature readings over the Cloud, which can be viewed through an online portal developed by Nant Ltd.

The device remotely sends outlet/asset temperature information to client with handy graphs and logbook reports. It gives the client full transparency on their data and serves as a record to satisfy all regulatory guidelines particularly ACoP L8 and associated technical guidance HSG 274, Part 2. The device not only provides compliance but also reduces carbon footprint by eliminating the need to travel to client's premises to manually take water temperatures on a monthly basis as it is a requirement.

With 25 years of experience within the water safety industry, Nant Ltd has been delivering extensive



Legionella control services to organisations across the UK. The product was designed by utilising this experience and is ready to revolutionise your health and safety compliance.

T 01902 636355  
[enq@nantltd.co.uk](mailto:enq@nantltd.co.uk)  
Quote TRADEX10 for an exclusive discount.

## Motitech

Motitech is the Norwegian company behind Motiview, a motivational tool that stimulates older people and people with dementia to be more physically and cognitively active. Using an especially adapted indoor exercise bike, video and sound, the users can take cycle trips through familiar surroundings and childhood memories. Our growing video library facilitates bringing memories back to life and inspires through the combination of sensory impression and physical activity.

Motiview is now established with more than 350 locations using it in the Nordics, UK, Canada and Australia. The benefits have been documented through several projects; improved mobility; fewer falls; faster rehabilitation; increased appetite; reduced obesity; reduction in aggressive behaviour and medication; better sleep; less pain; improved well-being; encouraging for carers and family. Every year, Motitech holds the Road Worlds for Seniors, a one month event that coincides with the official UCI Road World Championships for professional cyclists. Participants are people living in



care homes and visiting adult day care centres. Through the Road Worlds for Seniors, we want to emphasise that physical activity and sport is not only for the young and strong. It is for everybody, and we need to focus on abilities instead of disabilities.

[email@motitech.co.uk](mailto:email@motitech.co.uk)

## National Activity Providers Association

NAPA is a charity and membership organisation dedicated to understanding the needs of people in care settings equipping staff with the skills to enable people to enjoy spending time purposefully and enjoyably doing things that bring them pleasure and meaning.

We believe care settings should be filled with life, love and laughter. We are an inspirer, a supporter, and not-for-profit motivator of meaningful lives. Our members access our expertise in activity provision to empower their teams with confidence, clarity & credibility to enrich



the lives of every individual they support.

NAPA is the expert in providing activities advice for people in care settings. Our facilitators are all experienced in the care industry, specifically in activity provision.

We firmly believe that activity is at the

heart of good care & we aim through our Activity Forums, Training & Conferences to enable all staff to provide meaningful activities for individuals in their care.

NAPA is an umbrella organisation that connects, signposts, encourages and motivates anyone with an interest in lifestyle, well-being, life, love and laughter in the care sector.

For further information, visit our website at: [www.napa-activities.co.uk](http://www.napa-activities.co.uk) or email: [info@napa-activities.co.uk](mailto:info@napa-activities.co.uk) or call 020 7078 9375.

## Hempsons: Legal experts for social care

Hempsons, the leading UK health and social care law firm, supports providers in delivering quality services. The firm is committed to the health and social care sector, with a dedicated national team of experts across four offices in the UK. Hempsons is able to support and advise providers in relation to all aspects of their business activity, including CQC regulatory issues, GDPR, health and safety matters, employment law and coroner's inquests.

We also have a superb corporate commercial team who can support providers looking to expand their business, negotiate commercial agreements and contracts, tender for business or deal with disputes of a



commercial nature. We are experts at challenging decisions through the mechanism of Judicial Review,

something we have successfully accomplished in partnership with the Independent Care Group in North Yorkshire for the benefit of its members.

"The diligence and hard work shown by Hempsons was outstanding and the commitment and dedication shown by them towards getting a positive outcome went far beyond what we might have expected," commented Mike Padgham, Chair, Independent Care Group.

Hempsons runs a social care advice line which offers providers up to 15 minutes free legal advice. Simply telephone our team coordinator on 01423 724056 quoting 'Social care advice line' or email: [socialcare@hempsons.co.uk](mailto:socialcare@hempsons.co.uk)

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## The UK's #1 digital retail show

IRX (InternetRetailing Expo) 2019, held at Birmingham's NEC from 3-4 April 2019, was an unmissable two days of essential, thought-provoking content where retailers could learn, network and discover the latest digital retail trends and innovations all for free!

Visitors saw cutting-edge technology and innovative services to create seamless customer experiences, increase sales and deliver efficiencies across online and in-store operations. Visitors networked with over 5,000 senior professionals from across UK, Europe and the world, and meet innovative start-ups.



Now in its ninth successful year, IRX featured over 100 hours of industry-researched interactive content, 100+ visionary speakers, 150+ industry-leading exhibitors, eight free conferences, and was co-located with eDX 2019.

eDX (eDelivery Expo) 2019 is Europe's only dedicated fulfilment event covering SOLD - Supply

Chain, Operations, Logistics and Delivery - for multichannel retail. eDX delivered two specialist conferences: Final Mile and Operational Excellence plus expert led one-to-one clinics and hands-on workshops all for free.

The two Expos return to Birmingham's NEC next year from 1-2 April 2020. This is our pick of the best exhibitors from this year's show, listed here in alphabetical order: Digivante, ELS & Savills. Details can be found on this page.

<https://internetretailingexpo.com>  
<https://internetretailingexpo.com/edx>

## Digivante

Digivante is leading the way in digital performance across desktop and mobile devices. Through our innovative and intrinsic web testing tools, and community of 55,000 professional testers, we offer more than just bug reports and functional testing.

Digivante gets to the core of your website and explores revenue and growth-boosting solutions, which focus on advancing your brand's digital performance. Our solutions use competitor comparisons and industry-leading UX testing to increase site engagement, conversions, and user loyalty.

Our three key solutions, Launch, Release, and



Convert, have been designed to aid your site through all the development stages, as well as generalised site maintenance. Whether you are looking to re-platform, release a new site or give your platform that extra boost it needs to outdo your competitors, our solutions provide you the with tools you need to win-big.

Contact  
T 0330 088 0880  
[enquiries@digivante.com](mailto:enquiries@digivante.com)  
[www.digivante.com](http://www.digivante.com)

## ELS, a Shopify Plus partner

ELS is an award-winning Shopify Agency that specialises in expertly crafted, conversion-focused e-commerce stores. We're always striving to provide our customers with beautiful, bespoke design and uncompromised technical build quality.

Specialising in migrations, internationalisation and technical Shopify builds, we're constantly investing in R&D. Focusing on organic growth, we benchmark our Shopify stores against best-in-class.

As Shopify Plus partners accomplished in internationalisation and migrations, we



found the IRX show featured some ideal clientele as well as partners. At ELS we work with a variety of e-commerce clients across many different verticals.

Being able to have honest conversations with e-commerce store owners allows us to find universal pain points. This value helps us create strategies for our clients and our own marketing.

When we work with clients we offer our expertise and knowledge in the e-commerce space. This requires a strong strategic partnership with 3rd party integrations and software. At IRX we can build strong connections with partners and vendors.

T 01423 740071  
[info@els.agency](mailto:info@els.agency)  
<https://els.agency>

## One of the world's leading real estate agents

Why is Savills, the 'estate agent', exhibiting at Multimodal? That was a question posed by one of the visitors to the Savills stand during the three day event. The answer is simple, aside from selling houses, we are one of the world's leading real estate agents advising on property of all types and offering an in-depth knowledge across all property sectors.

As part of this, we have a leading warehouse property consultancy. The team has acted for occupiers and landlords on UK transactions totalling 2.9 million square feet during 2018 and 2019 is set to be just as busy.

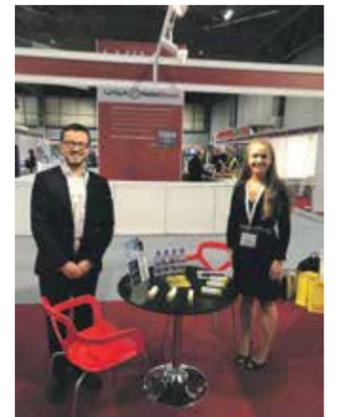
Our UK team is made up of 41 surveyors in 15 offices with an occupier client base that includes: AO.com, DFS, Wincanton, Bunzl, Biffa,

Menzies Distribution, Krone, Connect Group and Amazon. Our experience doesn't stop at the UK; we have a worldwide network of commercial property offices giving us a global reach.

Savills expertise ranges from acquiring and disposing of warehousing, storage land and all types of commercial property to dealing with new build, refurbishment and fit-out projects.

The team also specialises in dealing with lease events such as rent reviews, lease renewal negotiations and lease re-gears to create value for occupiers.

For any property related questions, contact Sally Duggleby on 07966 116771 or email: [sally.duggleby@savills.com](mailto:sally.duggleby@savills.com)



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## X-Ray for production monitoring



**E**xplorer™ One enables you to quickly understand the solder quality of your products by delivering the clearest X-Ray images. Market leading image quality makes it quick and easy to locate and qualify potential defects and make pass/fail judgements fast.

The imaging chain in the Explorer™ One draws on the Quadra series of tubes with their matched flat panel detectors and supplies, all designed and manufactured at Nordson Dage. This gives 2 micron resolution with, thanks to this imaging chain, a brightness and clarity expected of much larger systems.

The Explorer™ One is ground-breaking in other ways too. There is no lead used in the shielding of this system, which helps to protect the environment and greatly reduces the system weight. Of course, there is no compromise on safety and the system is fully compliant with world-wide standards.

To get further details, please visit our website at: [www.cupio.co.uk](http://www.cupio.co.uk) or give us a call on 01962 832654.

## Pneumatic workpiece ejector

**H**ainbuch is offering users of its Mini Series, or the earlier Toplus or Spanntop chucks, an innovation that is said to save time and money. The company's Vario Part and Vario Quick end-stop systems have now been joined by a third variant – Vario Flex. The pneumatic workpiece ejector pushes the workpiece from the chuck automatically. Its depth can be adjusted flexibly by means of a special retaining mechanism and it can be positioned in the machine exactly as required for the workpiece. This automated function increases process security and reduces cycle times.



The Vario Flex can also be used as a basic end-stop for coolant wash or air flush. The pneumatic spring is removed and a feed tube is attached. The optional workpiece-specific end-stop with holes for the wash and air-flush can then be mounted directly on this flexible interface. Time can be saved using the standardised end-stops. Set-up times are reduced and the user always has the right end-stop ready to hand. Whether to use Vario Quick or Vario Part is just a matter of preference.

For precise, rigid clamping, Hainbuch recommends using the Vario Part system. It works on the same principle as a gauge block, and its height can be finely adjusted in 1mm steps with gauge discs. With an axial run-out of <math><0.02\text{mm}</math> at the part of the end-stop that touches the workpiece, Vario Part is suitable for machining finished parts. The Vario Quick variant is intended for fast, flexible clamping. It has a precise, trapezoidal thread screw to allow the clamping length to be adjusted quickly. A half-turn is equivalent to an axial adjustment of 1mm. Hainbuch also offers end stop blanks for workpiece or front end stops.

T 01543 278731  
[www.hainbuch.co.uk](http://www.hainbuch.co.uk)

## High-res USB3 cameras

**S**VS-Vistek is adding to its extensive industrial camera range of high-resolution USB3 cameras with small-form factor with ten new models in the EXO camera series (exo342, exo367, exo387) with resolutions of 31, 19 and 17 megapixels that are all based on the newest generation of Sony's Pregius 2 CMOS sensors. These new sensors with large, square pixels of  $3.45\mu\text{m}$  edge length are very light sensitive and offer an extremely high dynamic range.

The CMOS sensors of the EXO Series can be operated with numerous cost-effective lenses. With their front-panel section of  $58 \times 58\text{mm}$ , the new product introductions ideally cover sensor sizes up to APS-C and Four-Thirds. For the new high resolution models, one can also choose from variations in the EXO Series of the

M42-Mount as well as the SVS-Vistek supported MFT-Mount for focusable lenses. The large pixel size of  $3.45 \times 3.45\mu\text{m}$  works well with SVS-Vistek's wide-selection of excellent lenses from which users can choose to ensure the right optic for the application – enabling cost-effective solutions from a single source.

Despite their high resolutions, the new EXO camera models allow frame rates of 11.5 images/s, 18.5 images/s and 21.5 images/s at a maximum USB3 bandwidth of 360MB/s net. The result of this is short image transmission time which allows plenty of margin for the image to be processed or analysed and the next picture to be taken. Even higher frame rates will be reached in Q2 in the HR Series with the high-performance interfaces 10GigE and CoaXPress.



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